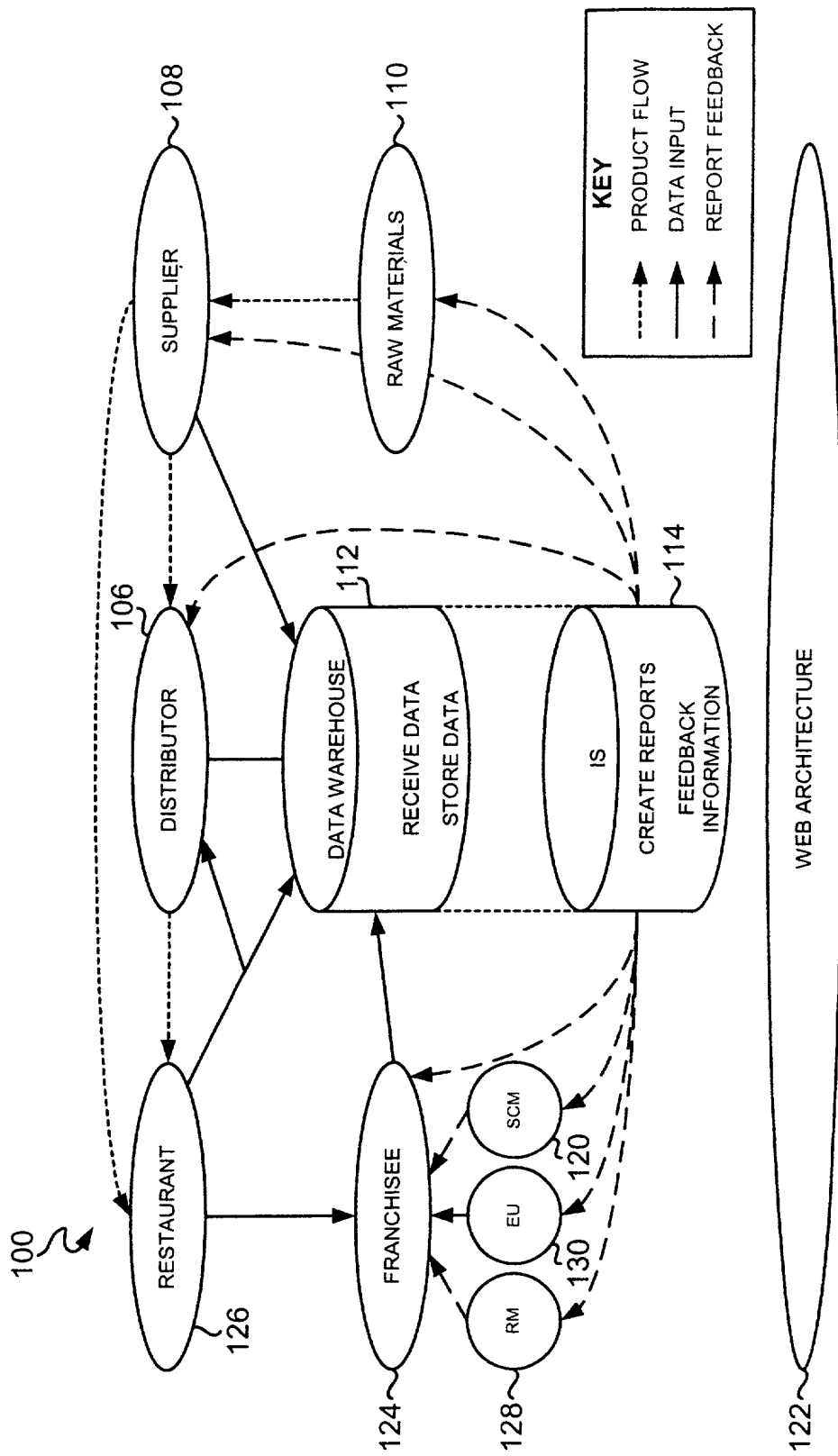
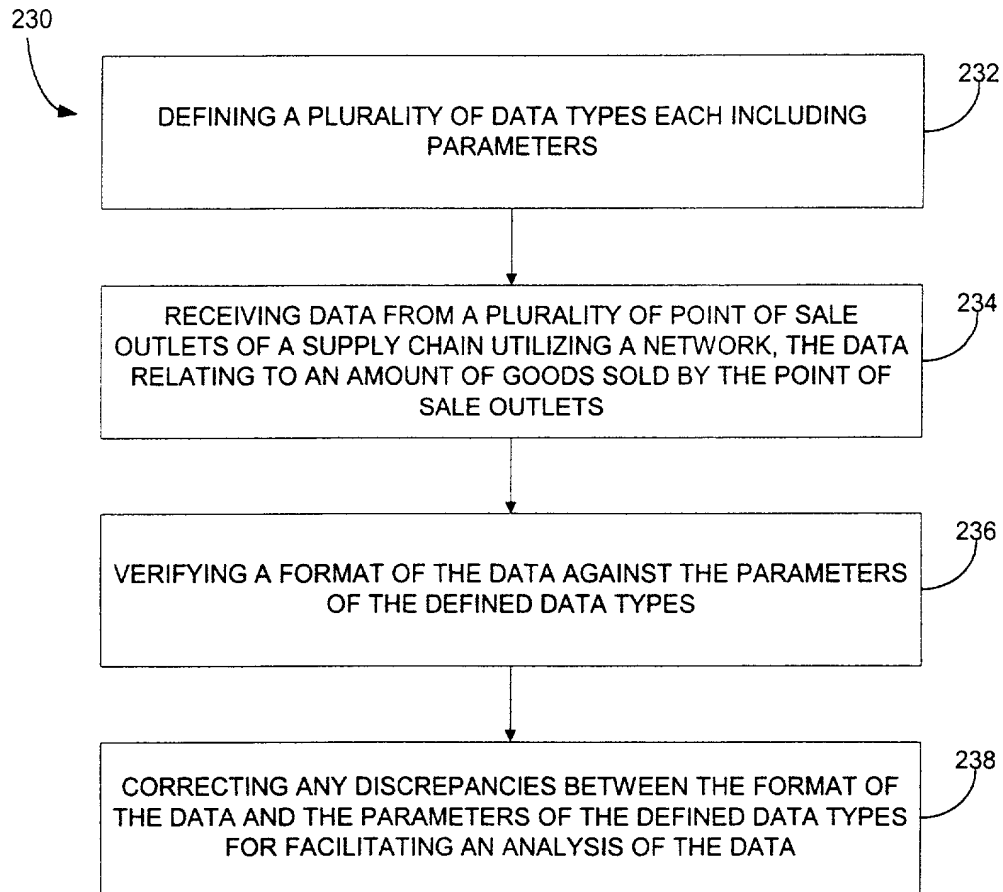


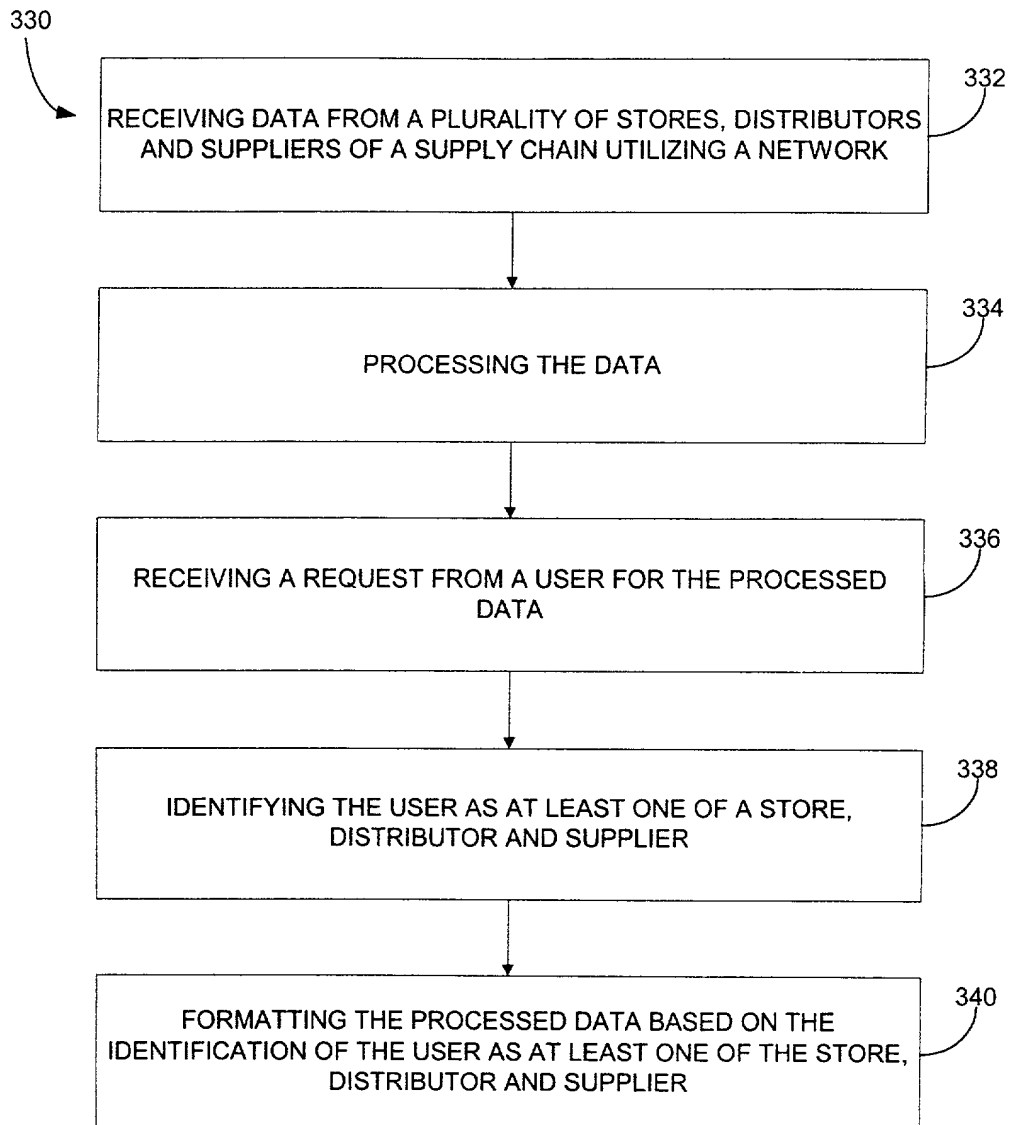
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

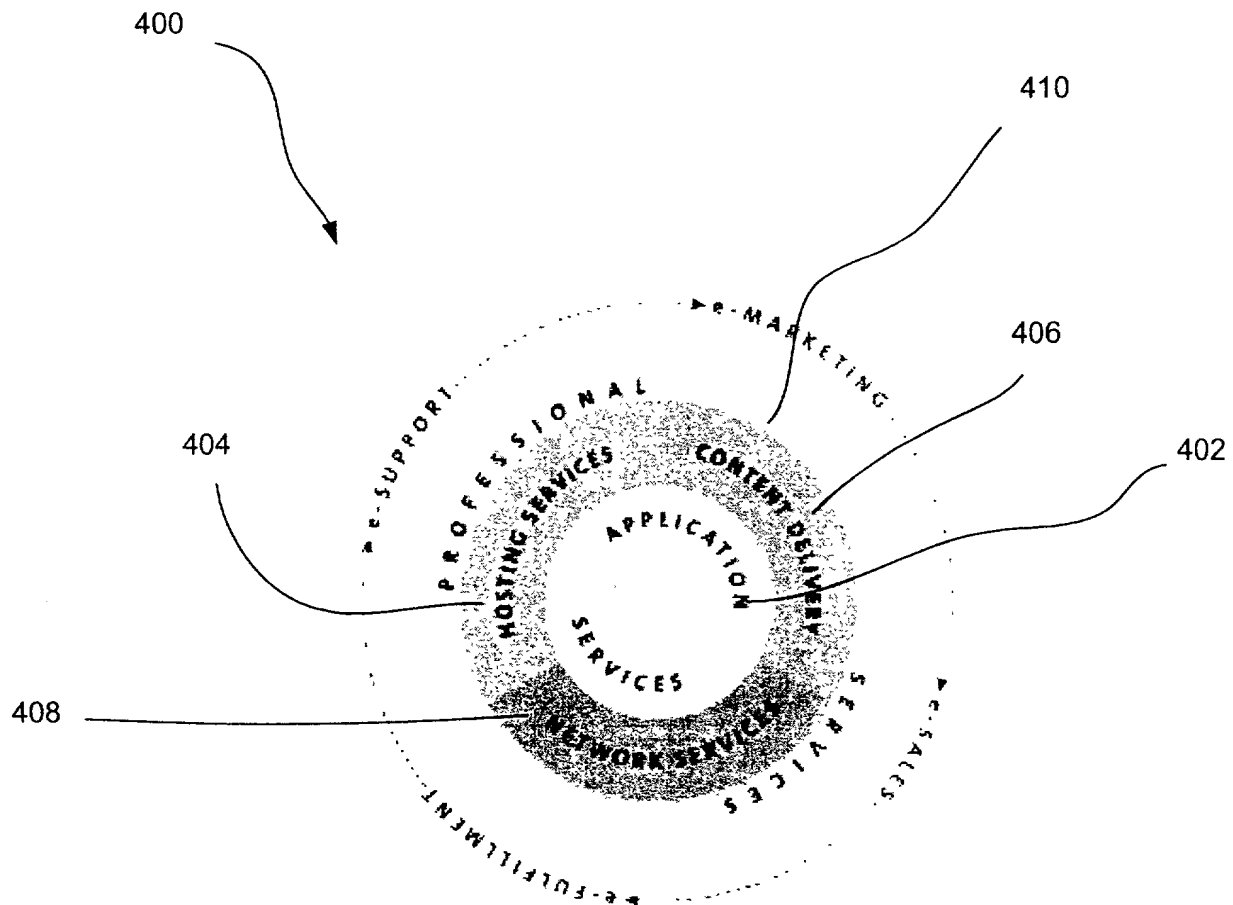
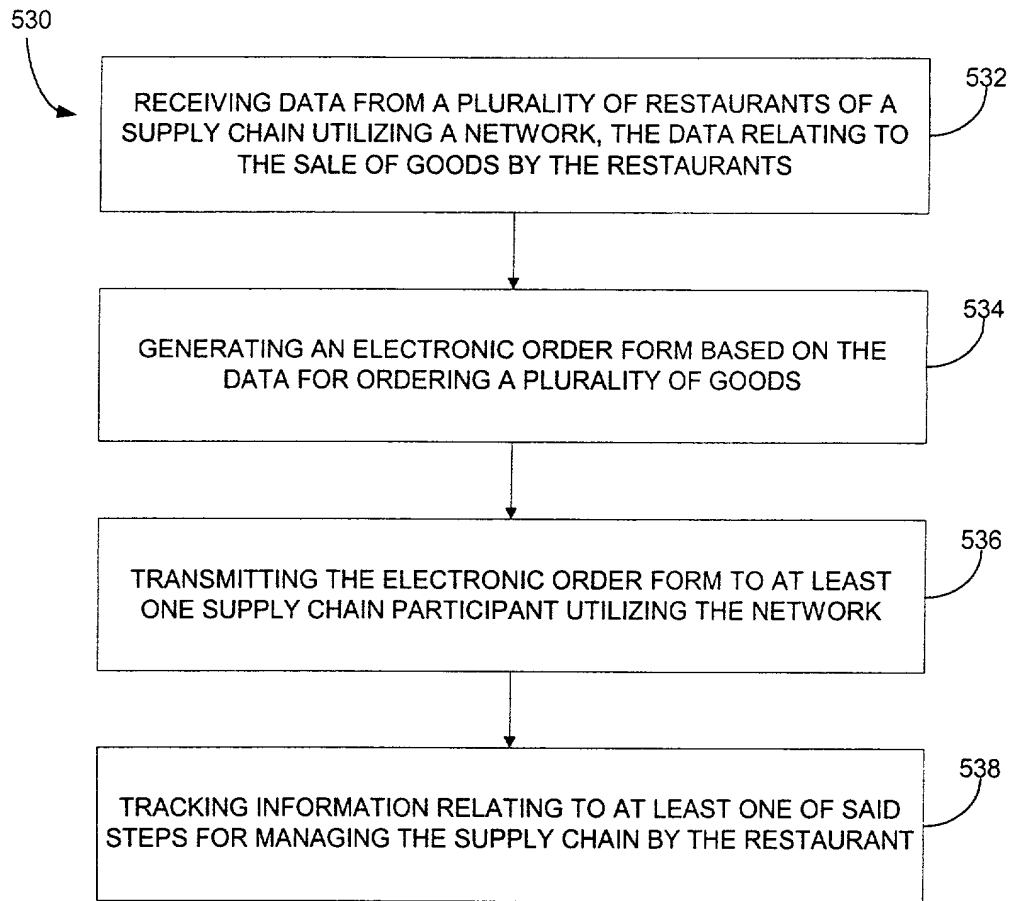
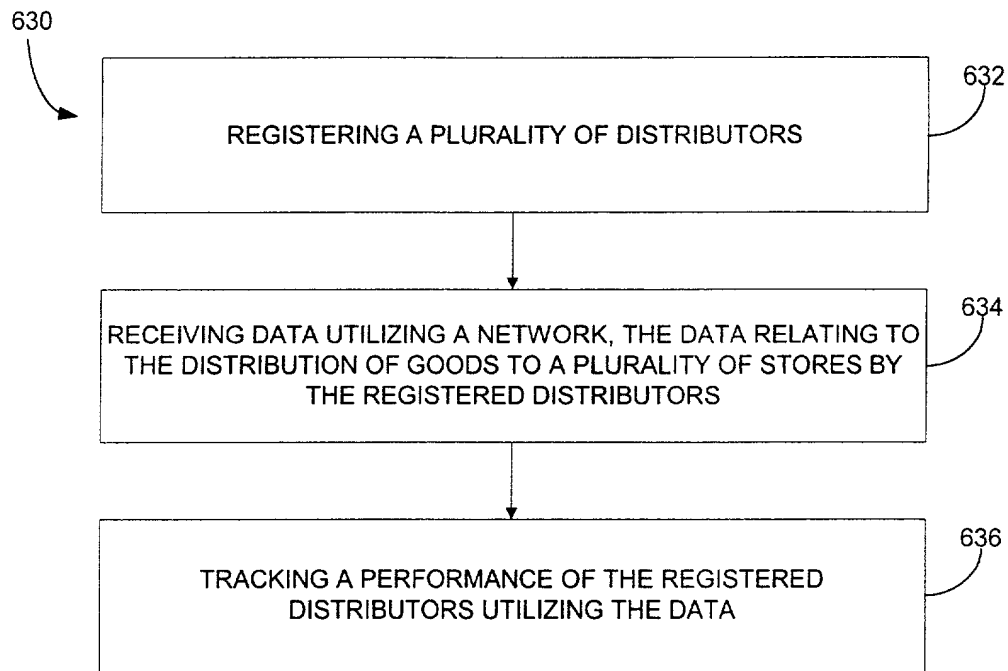


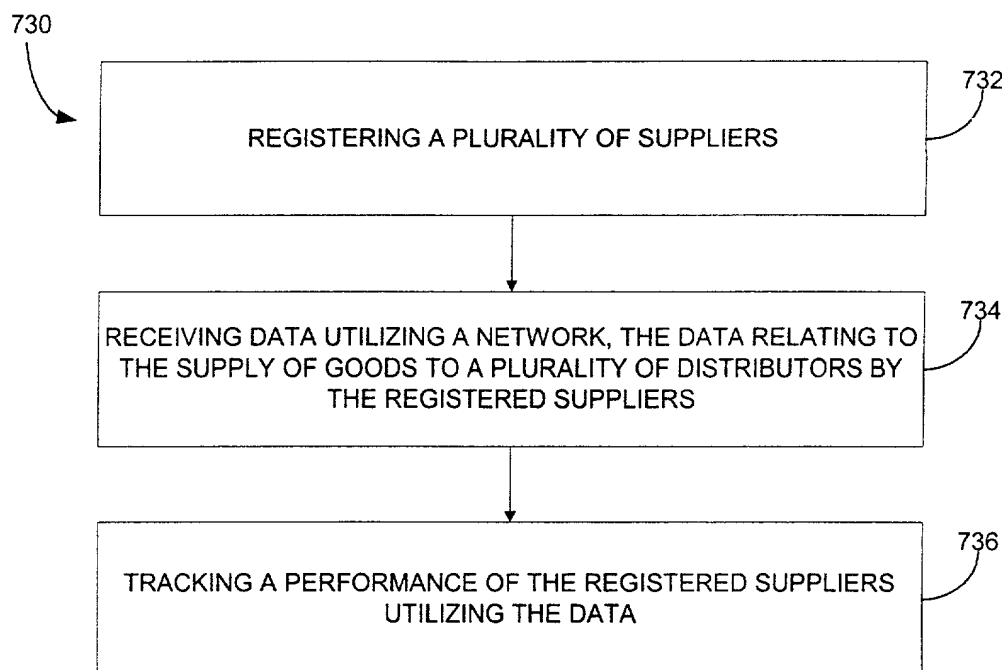
Fig. 4



**FIG. 5**

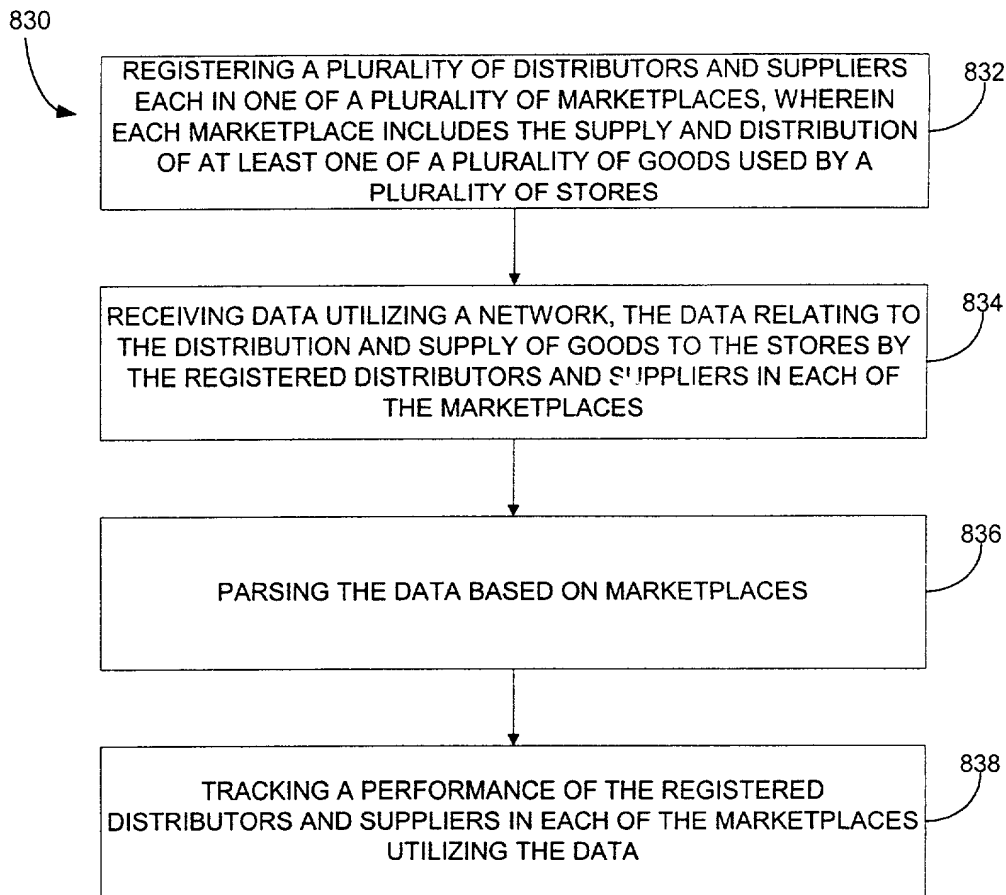


**FIG. 6**

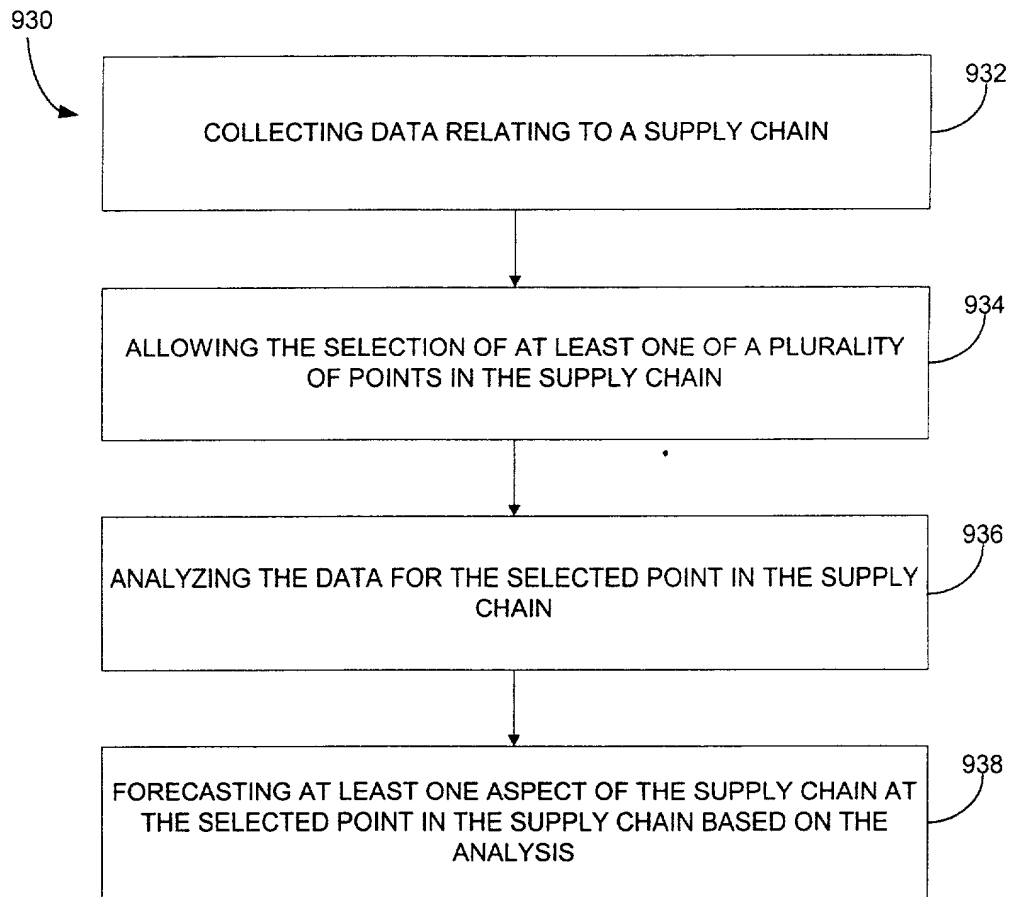


**FIG. 7**

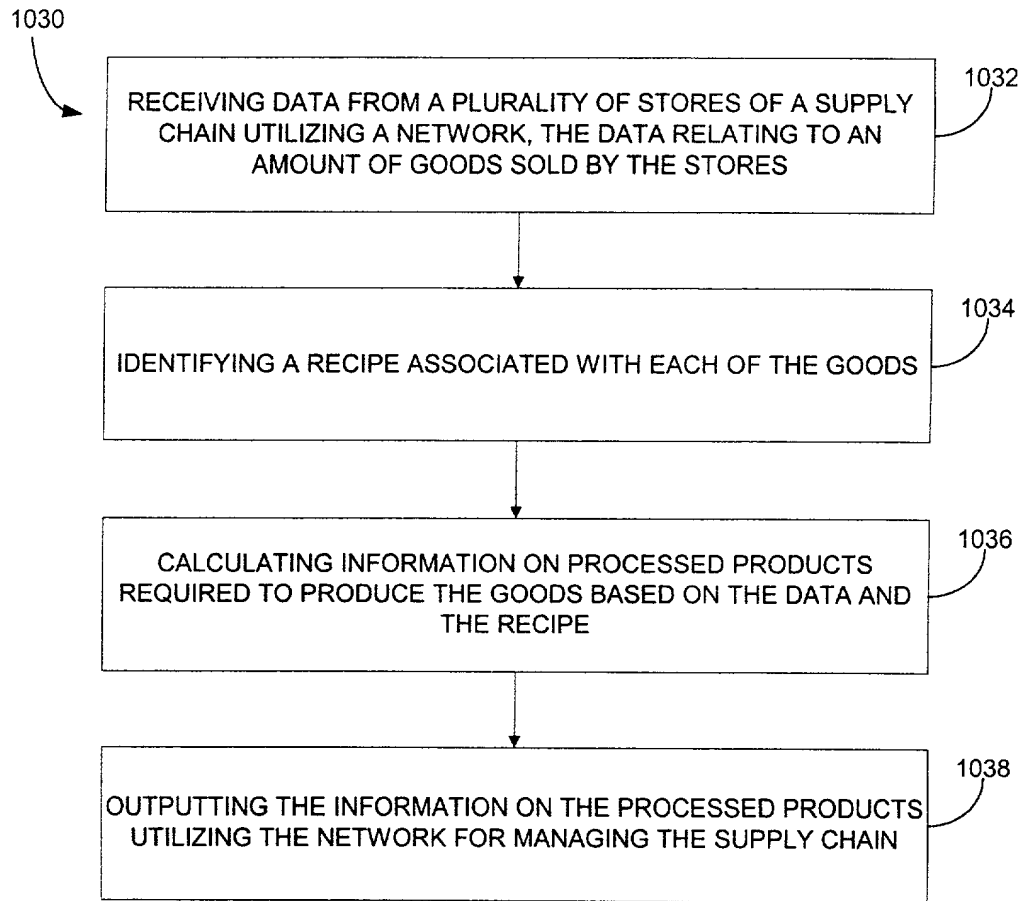




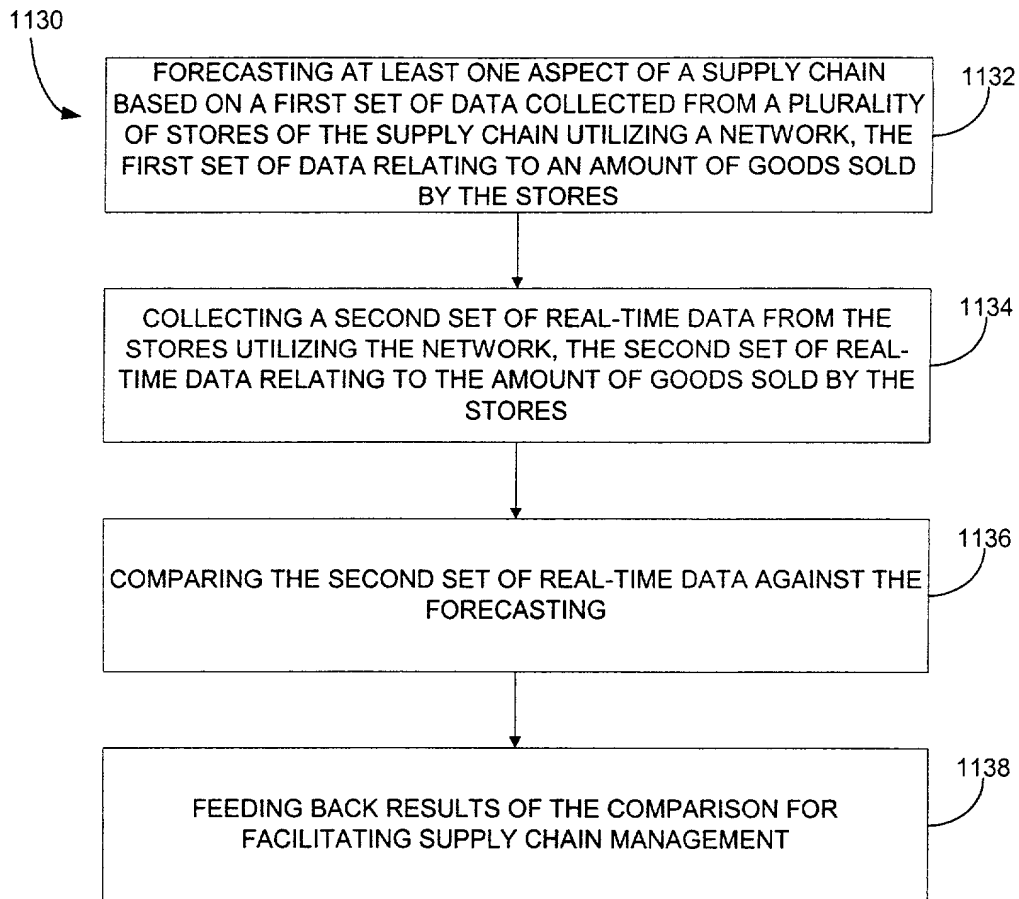
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

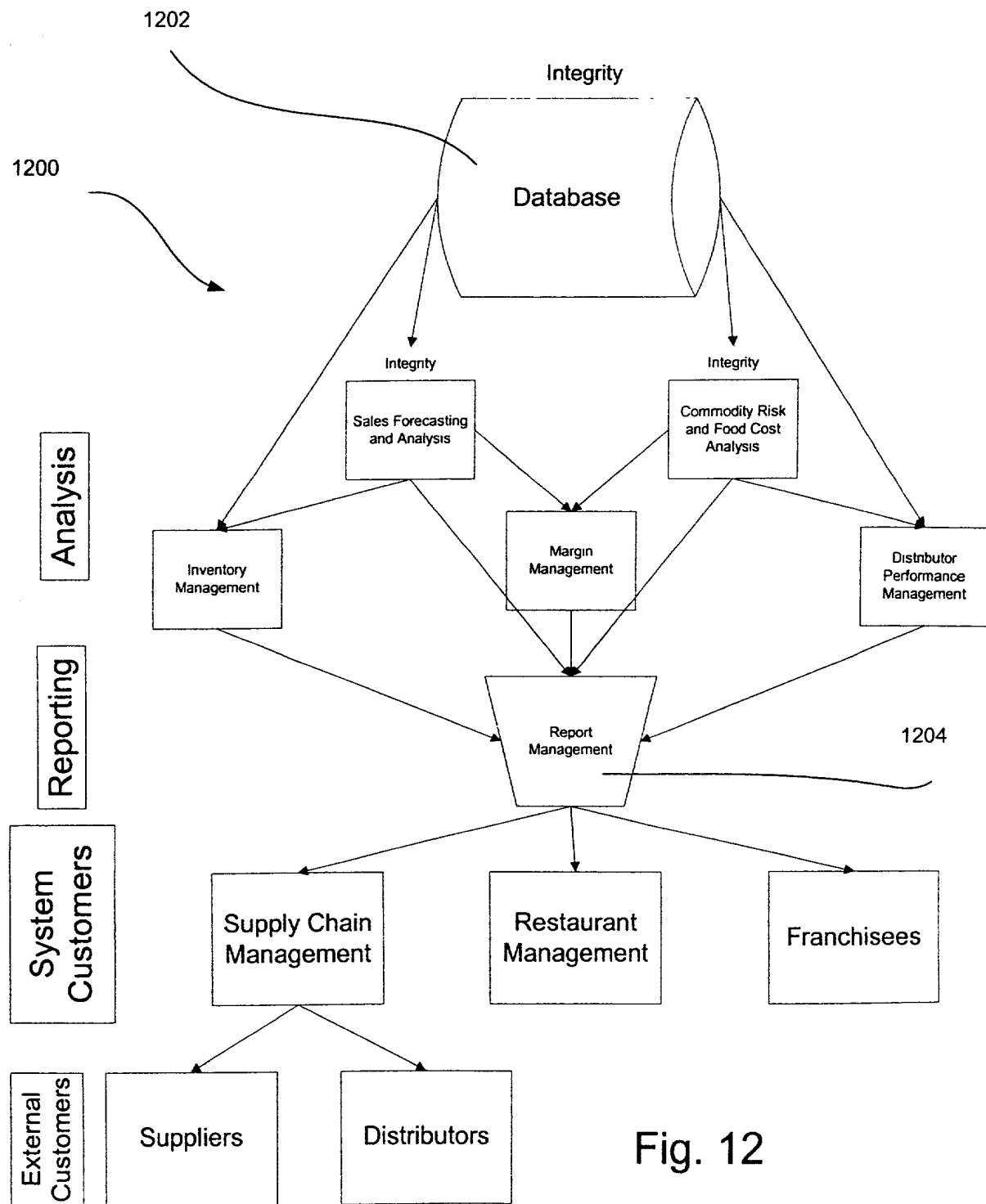
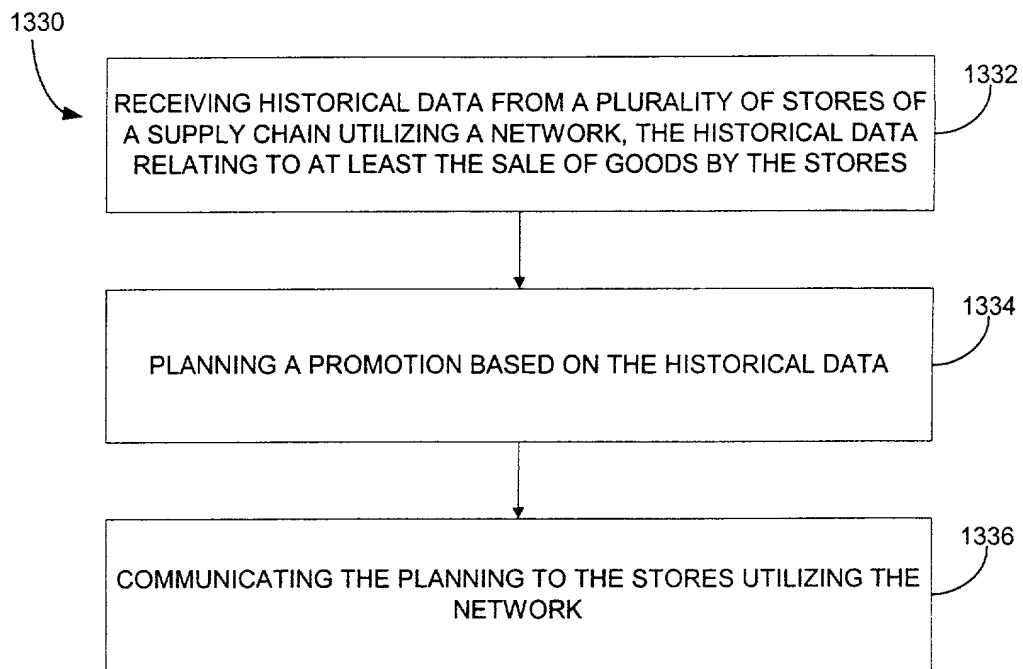
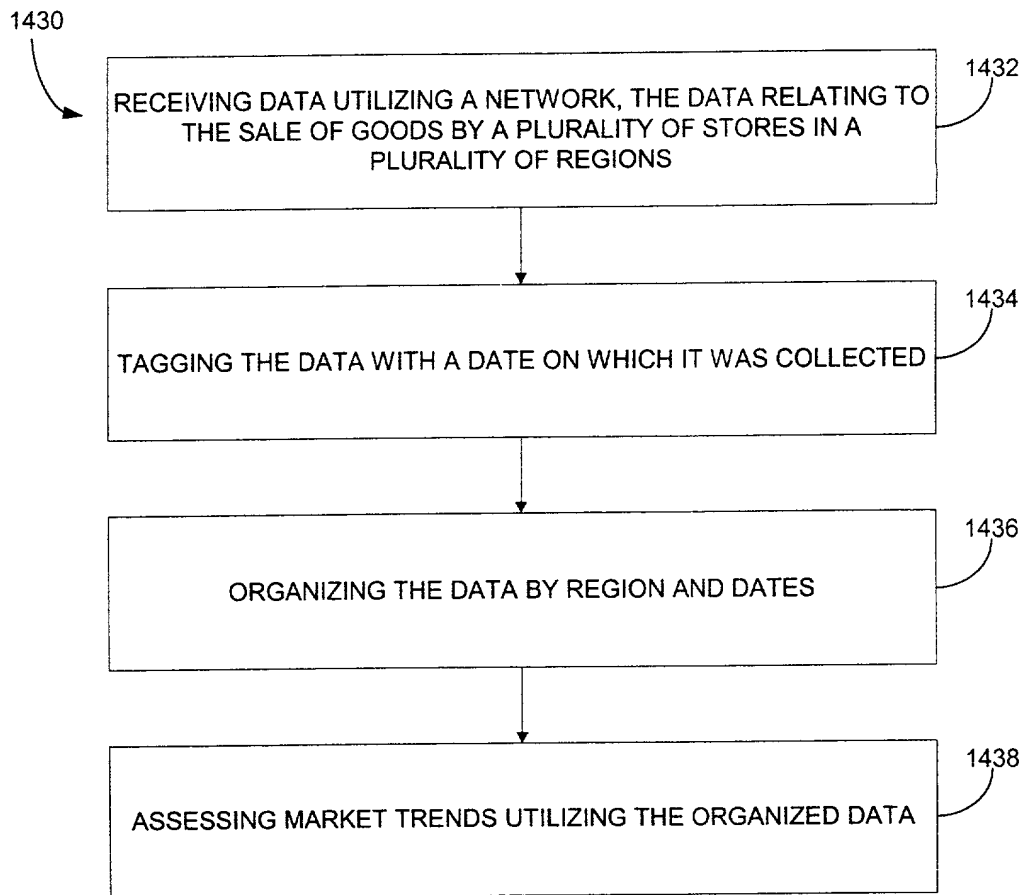


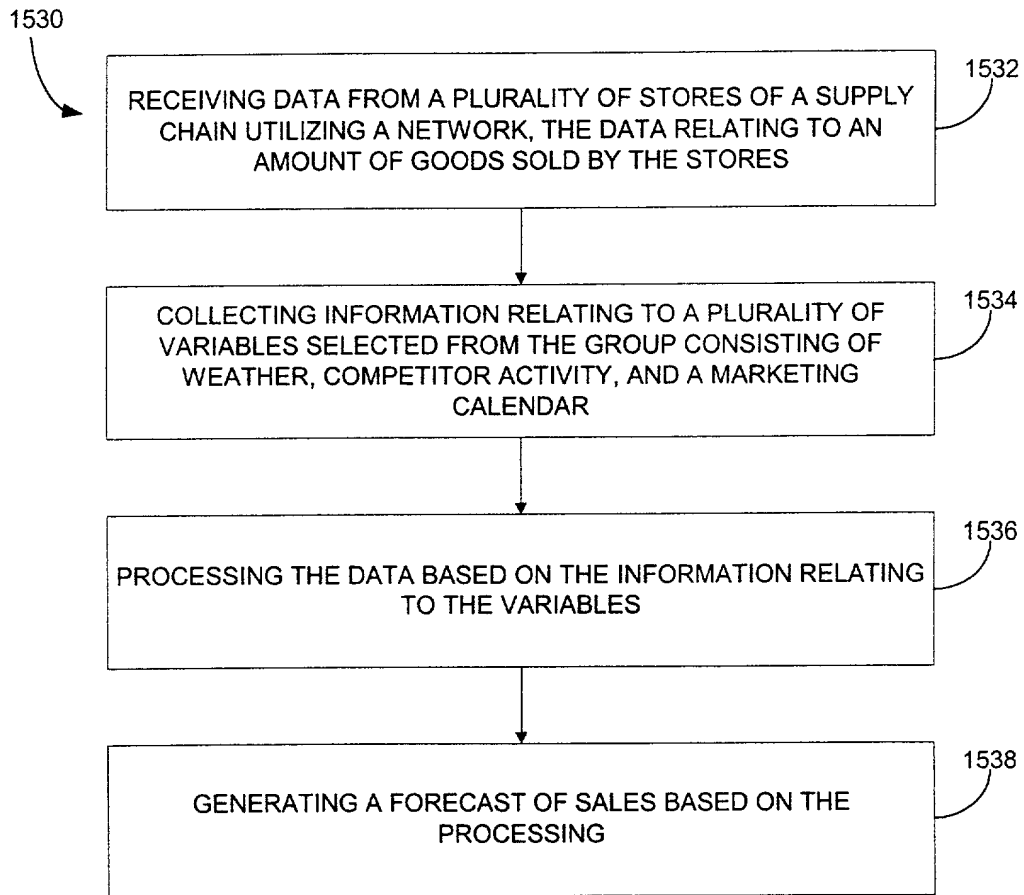
Fig. 12



**FIG. 13**

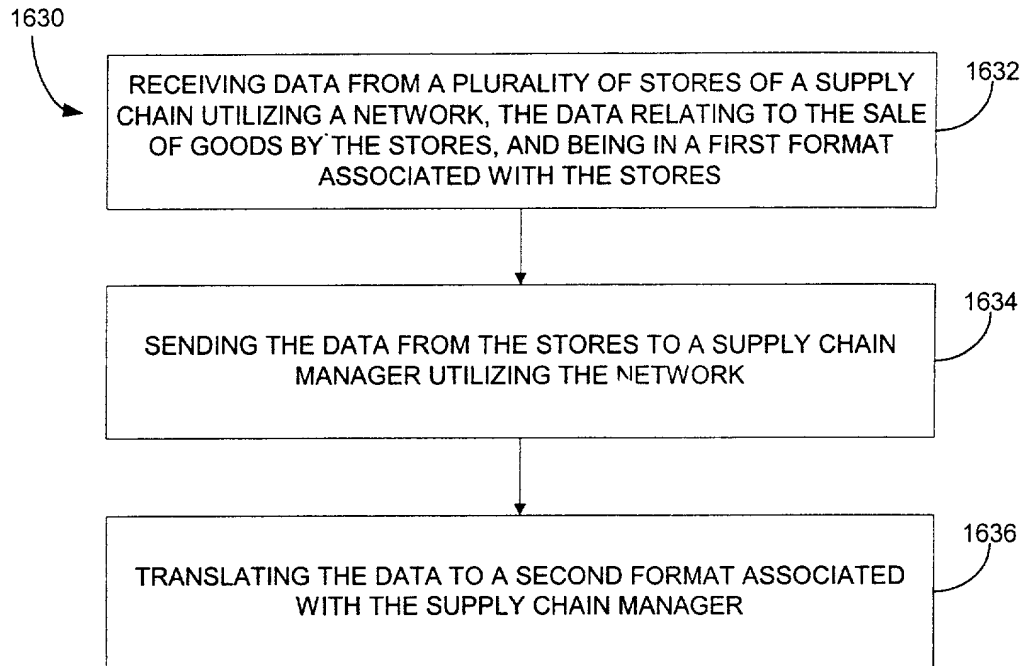


**FIG. 14**

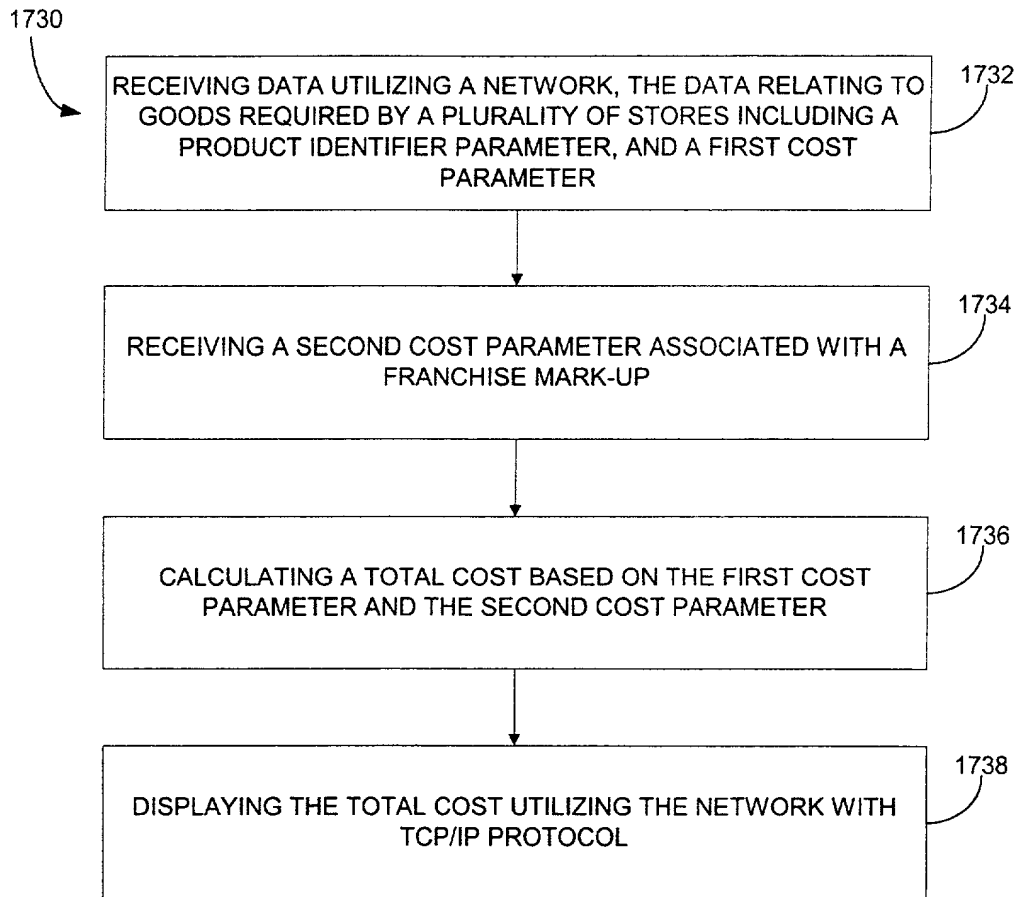


**FIG. 15**

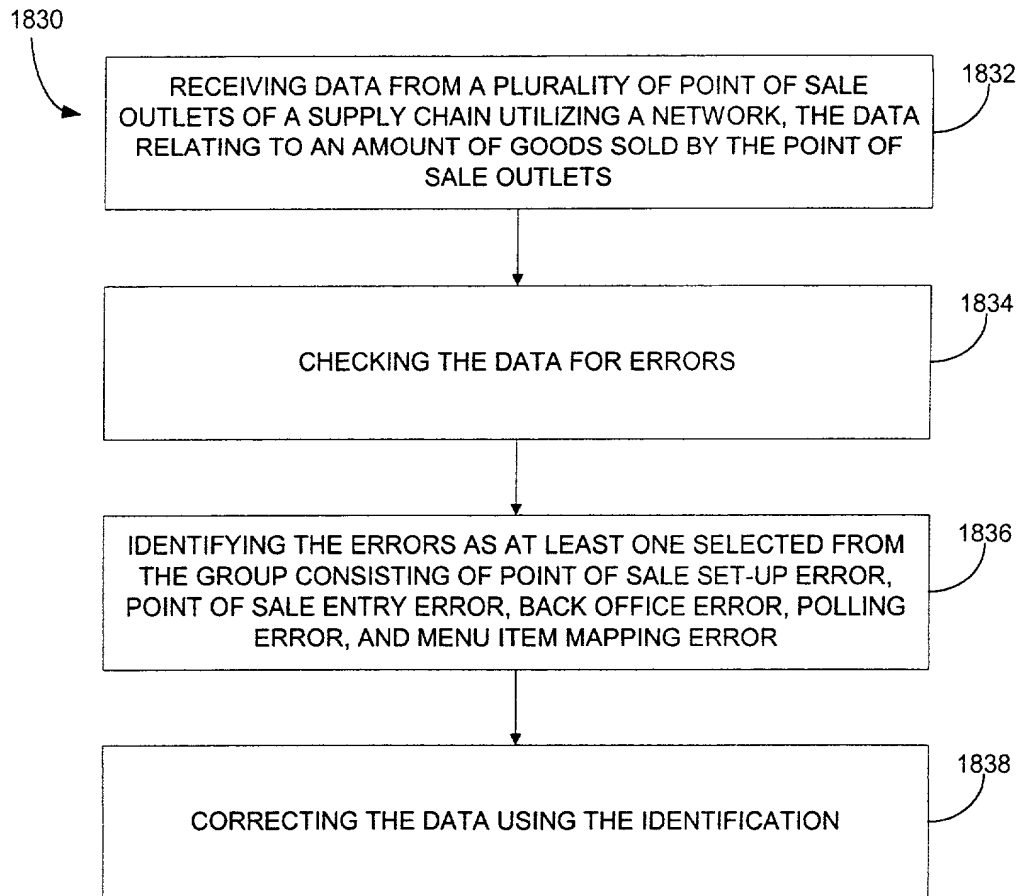




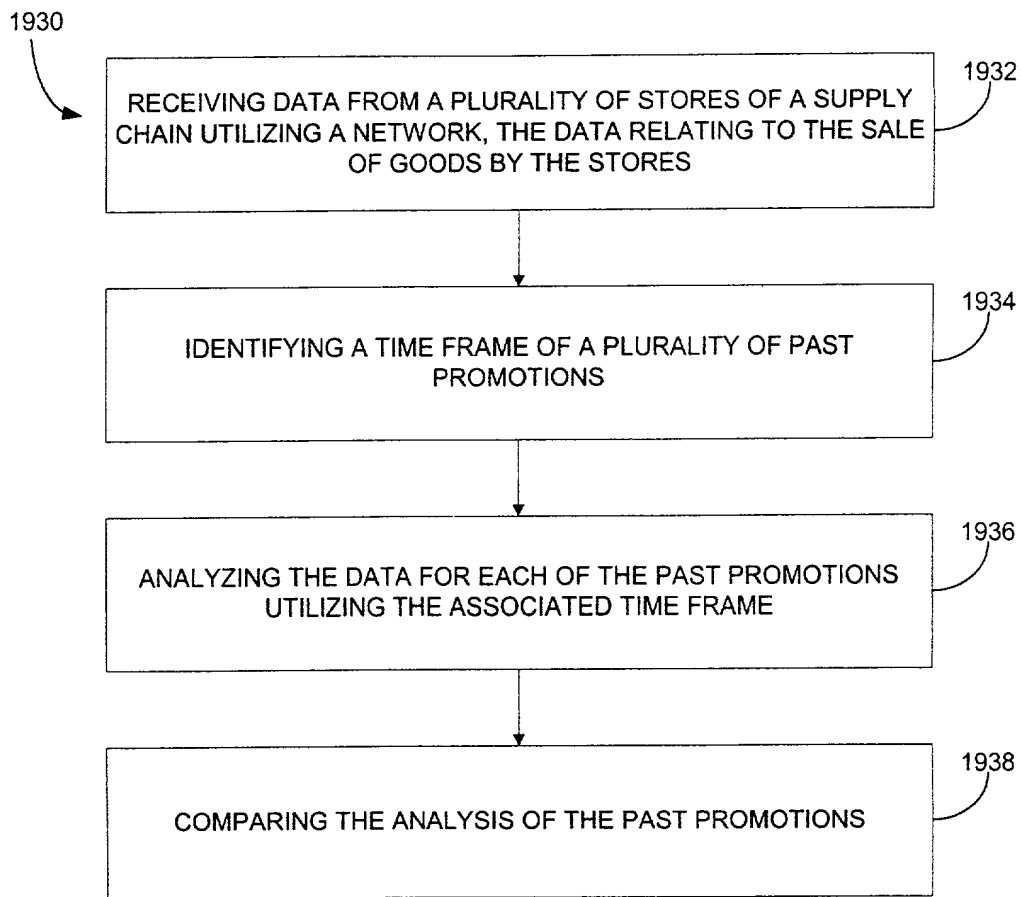
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

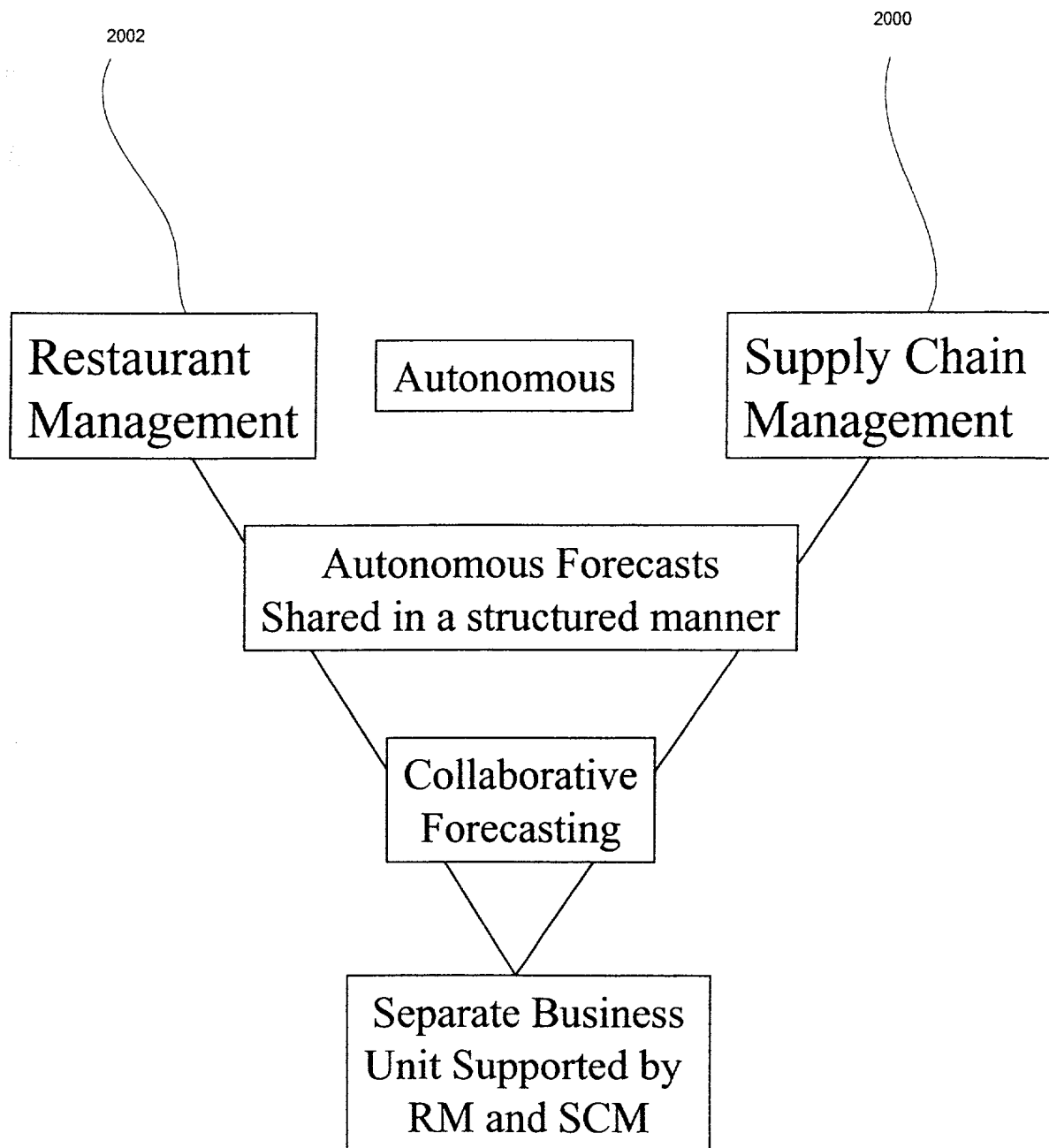
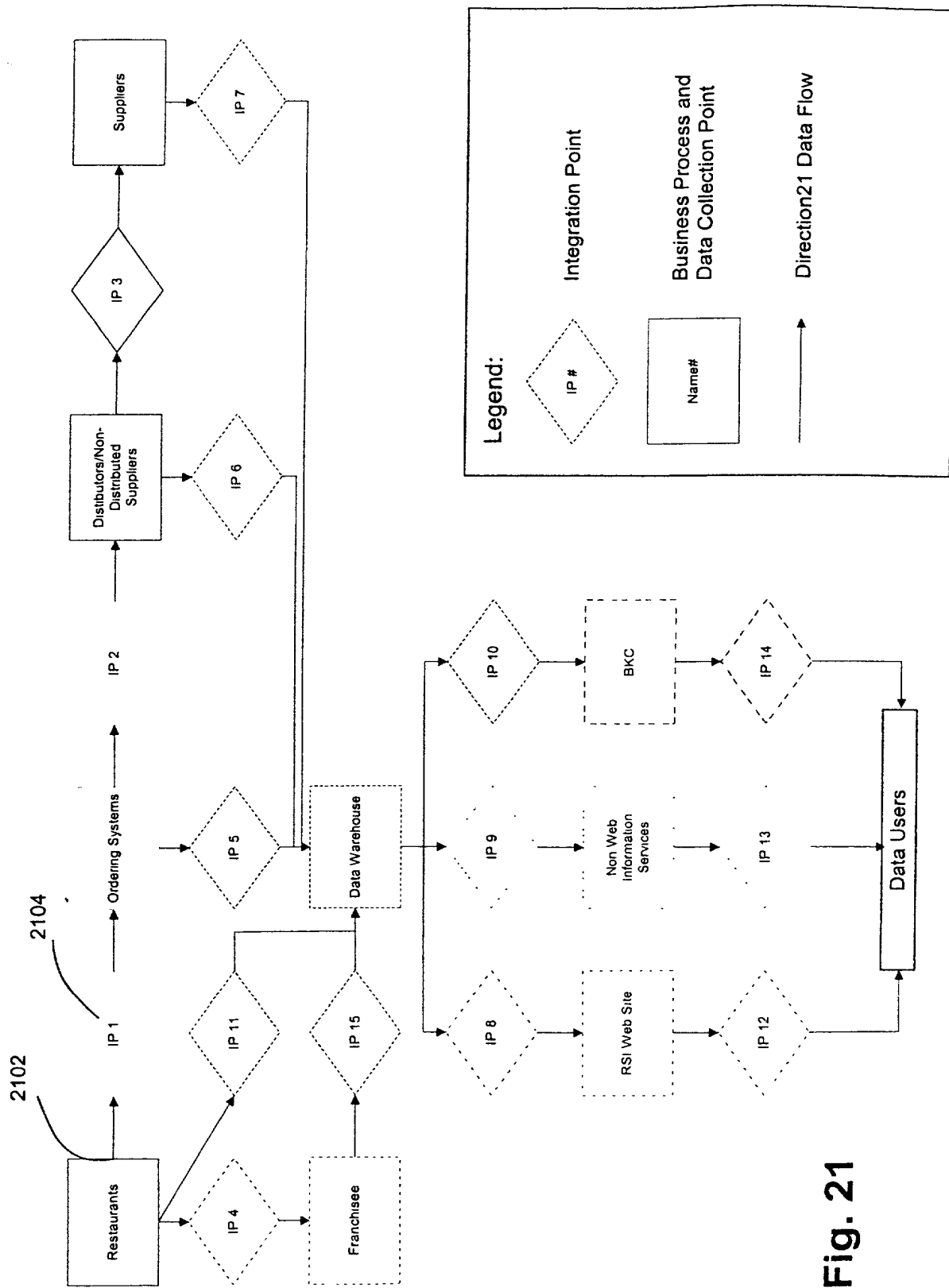


Fig. 20



**Fig. 21**

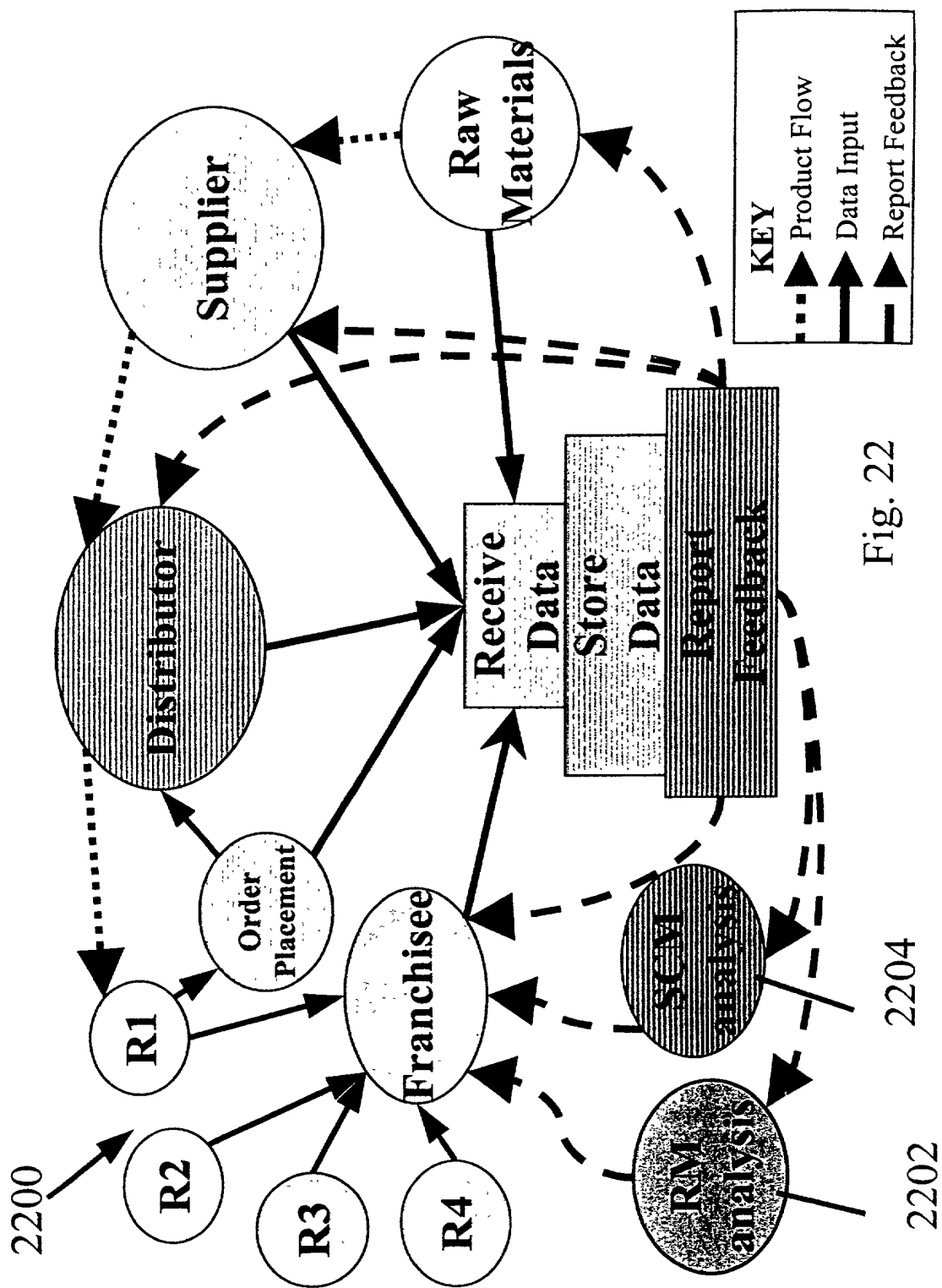
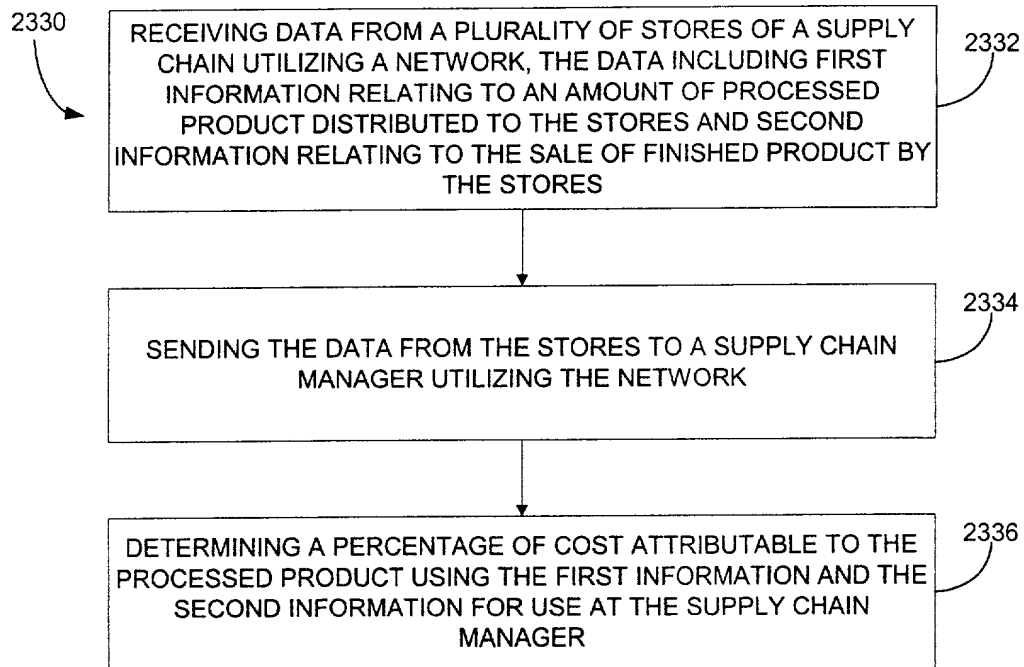


Fig. 22



**FIG. 23**



FIG. 24

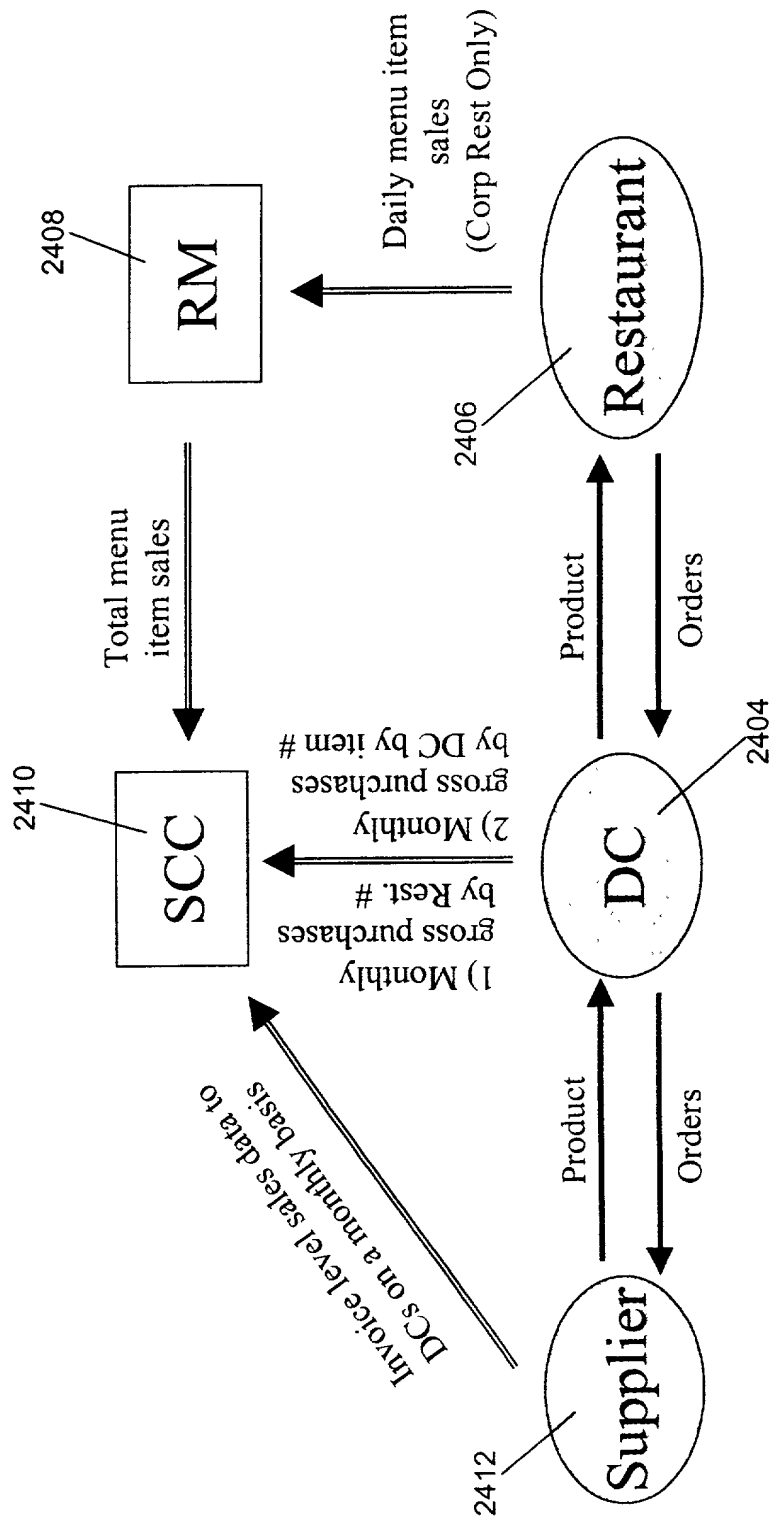
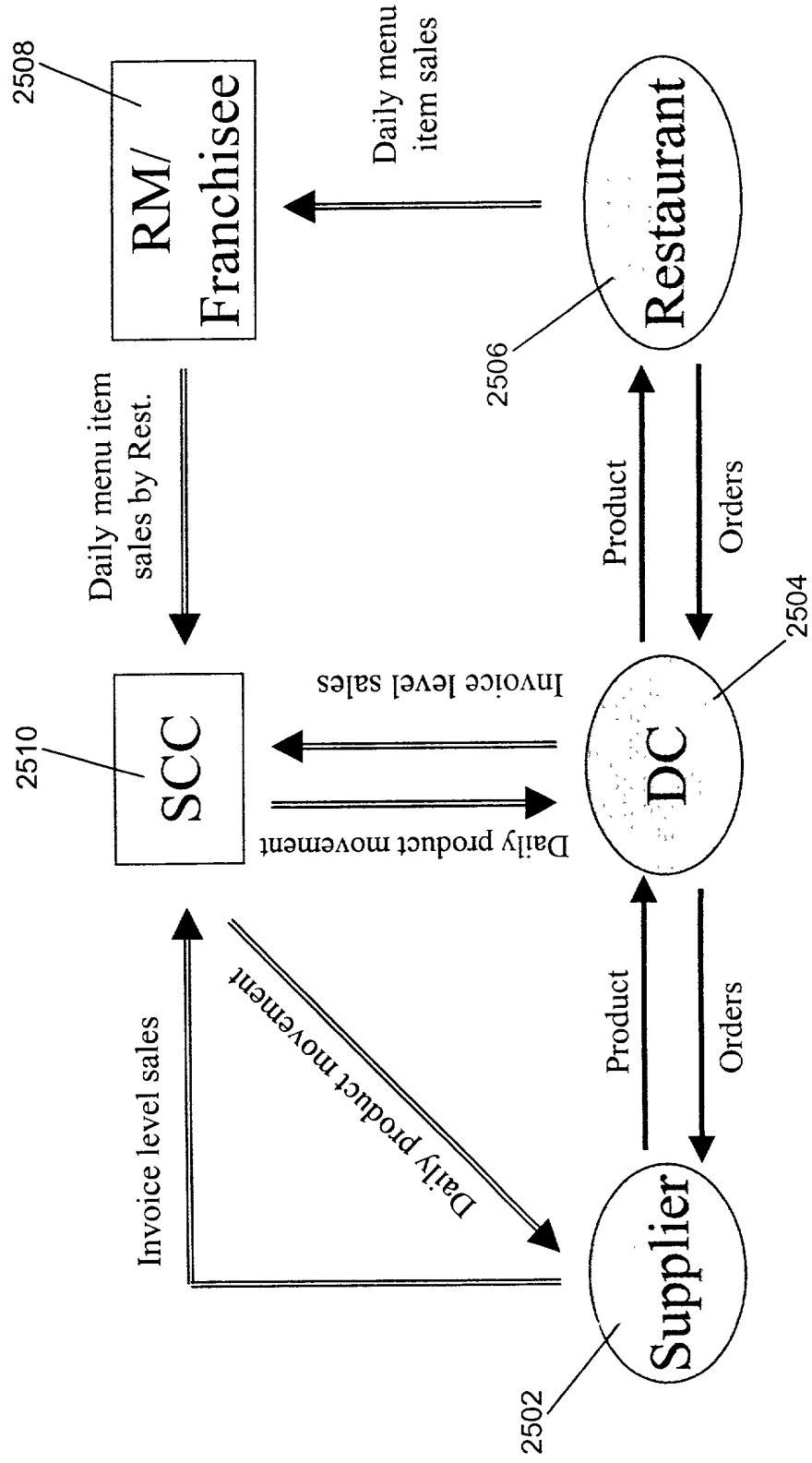


FIG. 25



2600

[illegible]

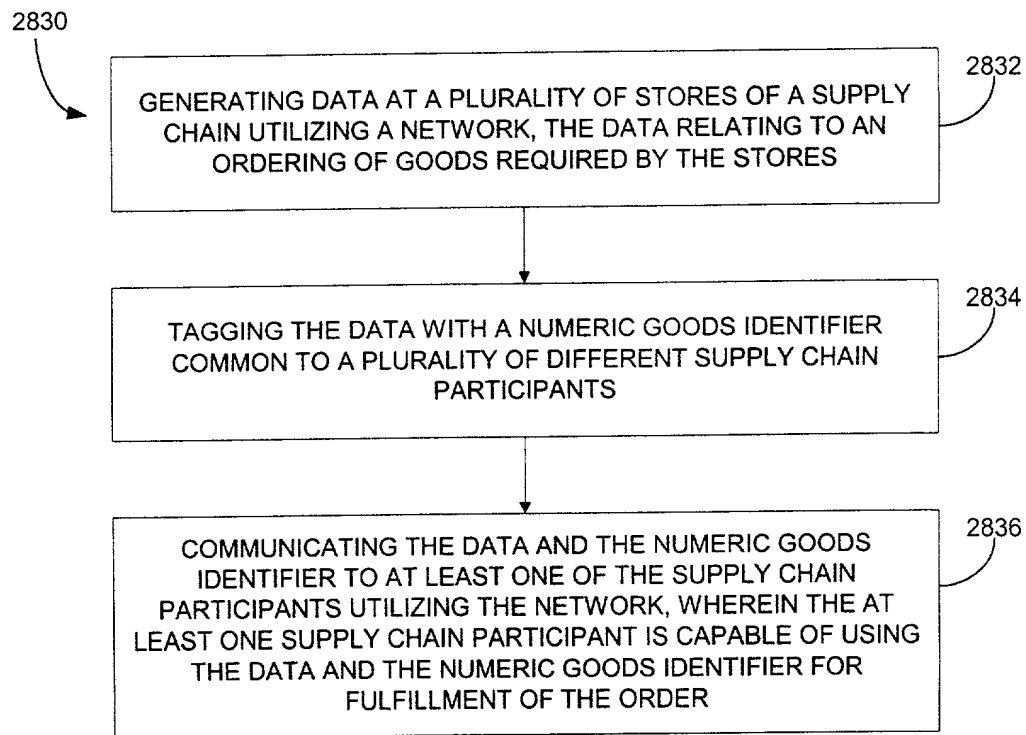
# FIG. 27

2700

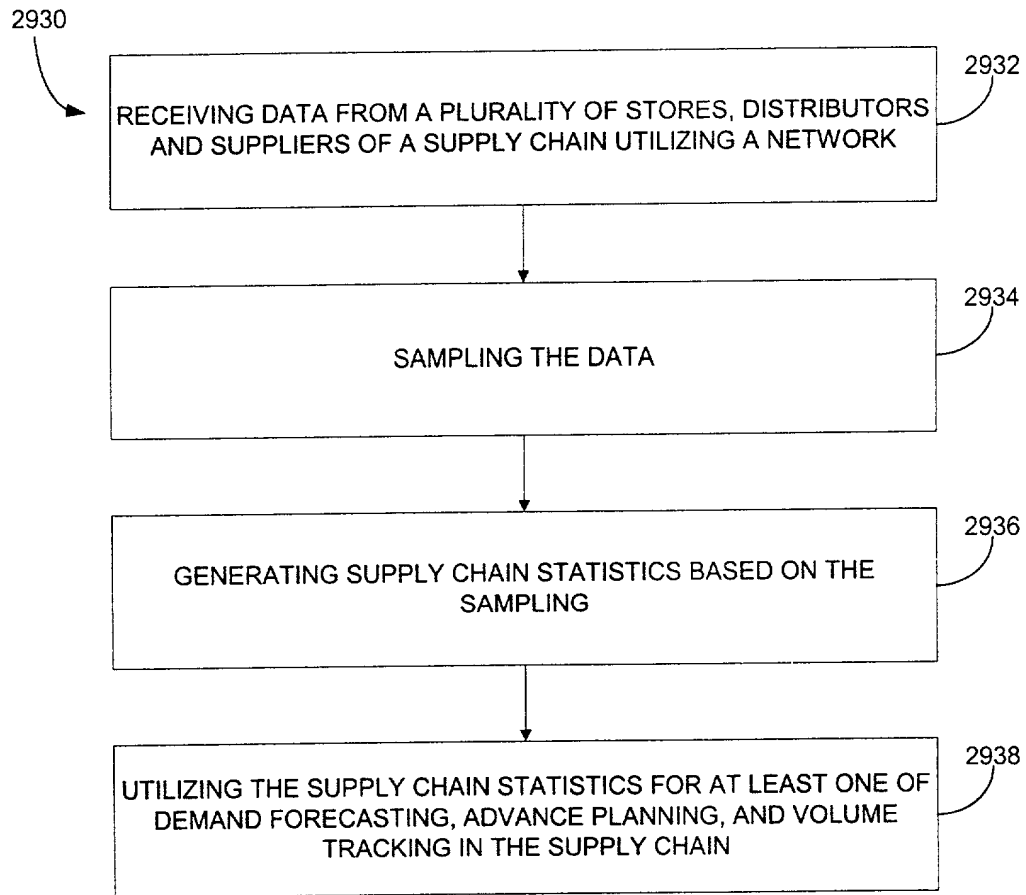
## Promotional Monitor - System & Regional

| Promotional Monitor - System & Regional                                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702



**FIG. 28**



**FIG. 29**



3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

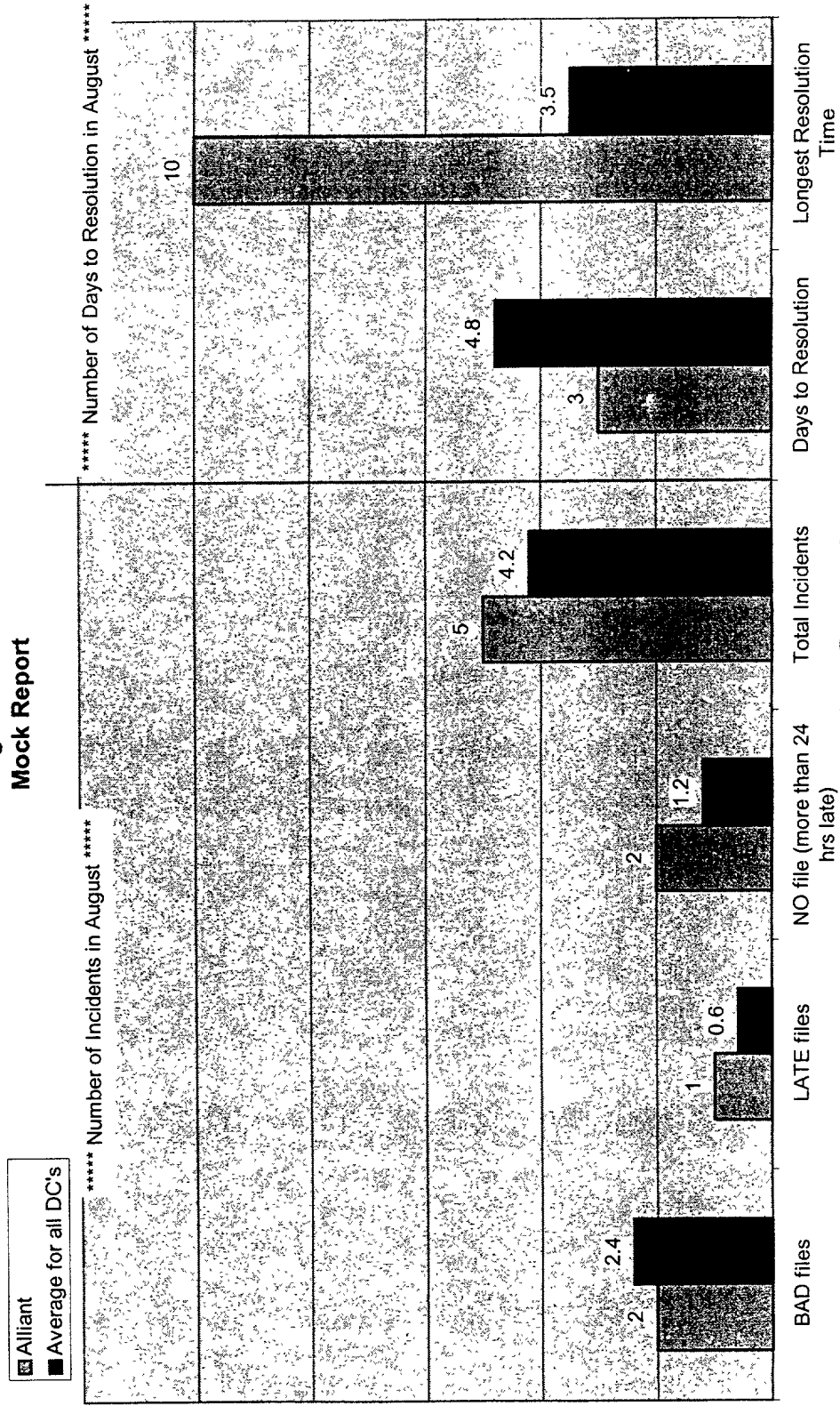


FIG. 31





# Service Level Reporting August

3200

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    |           |               |
| Alliant-Topeka         |           |           |               |
| Alliant Wixom          | 99.05%    |           |               |
| King-Atlanta           | 99.34%    |           | 78.70%        |
| King-Jacksonville      |           |           |               |
| King-Louisville        |           |           |               |
| Maines 29 Conklin      | 99.41%    |           | 79.25%        |
| Maines 30 Cleveland    |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     |           |           |               |
| MBM Fullerton          | 99.13%    |           | 79.83%        |
| MBM Lewisville         |           |           | #DIV/0!       |
| MBM Orlando            |           |           | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    |           | #DIV/0!       |
| McGabe's               |           |           |               |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         |           |           |               |
| PFD Supply             | 99.16%    |           |               |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYAMonarch             | 99.20%    |           |               |
| Reinhart-Cedar Rapids  | 99.05%    |           |               |
| Reinhart-Oak Creek     | 99.31%    |           |               |
| Reinhart-Rogers        | 99.03%    |           |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Commerce City |           | 99.88%    | 85.13%        |
| Shamrock Phoenix       | 98.81%    | 99.04%    |               |
| Sygma Harrisburg       |           |           |               |
| Sygma Stockton         |           |           |               |
| Sysco                  |           |           |               |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                     |
|---------------------|
| OK                  |
| Didn't meet RSI Min |
| Didn't meet BK Min  |

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

**Vendor:**

**Time Period:**

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

**Inventory Management:**

Average Days On Hand

|        |
|--------|
| SKU #1 |
| SKU #2 |

|    |
|----|
| 19 |
| 22 |

Max Days On Hand

|        |
|--------|
| SKU #1 |
| SKU #2 |

|    |
|----|
| 40 |
| 32 |

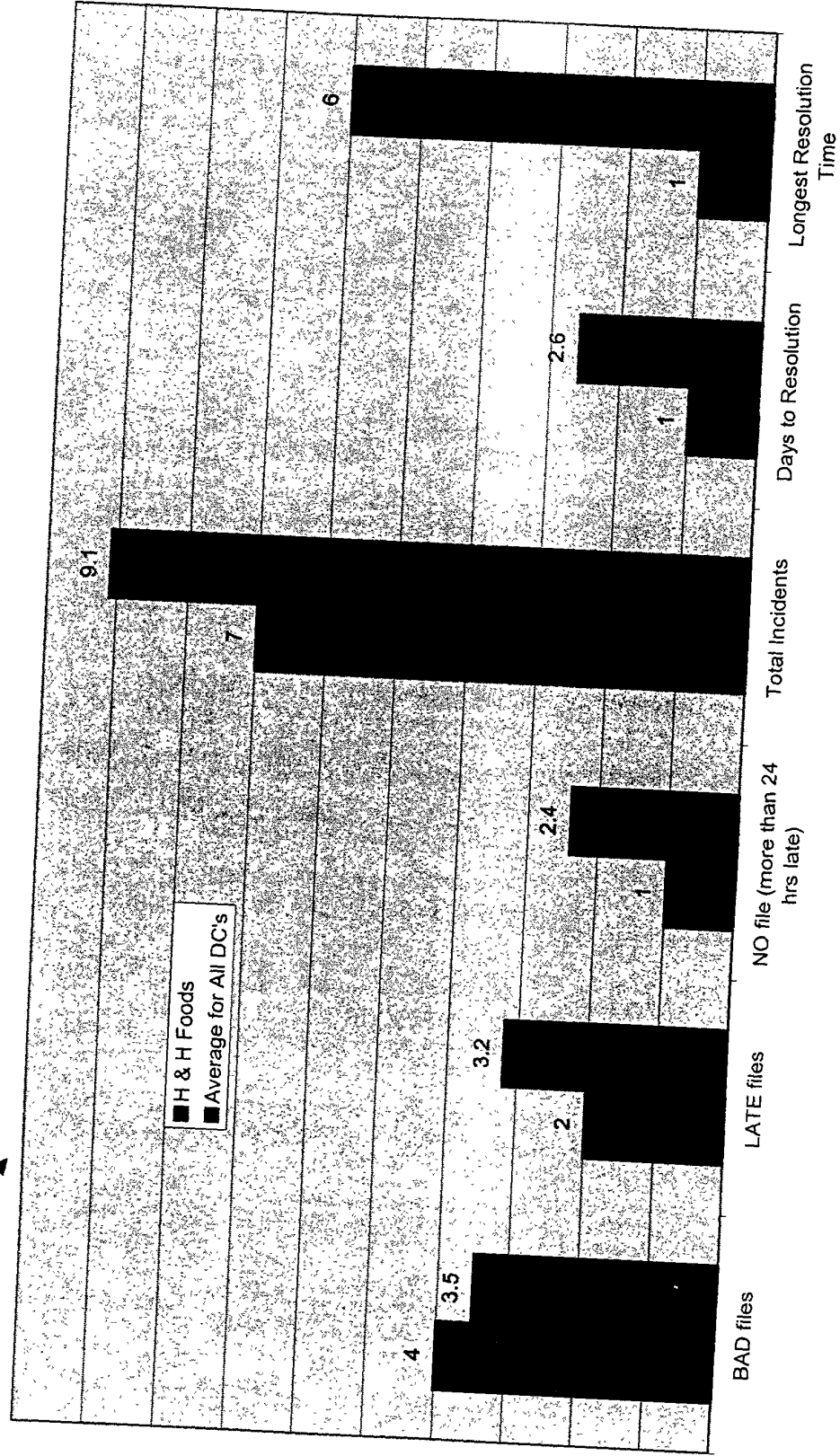
Monthly Carrying Cost

|                  |
|------------------|
| SKU #1           |
| SKU #2           |
| Average as % FOB |

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report





3500

FIG. 35

# Service Level Reporting November - Mock Report

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         |                             |                             | 2.38%                             |
| COMARK INSTRUMENTS, INC.        |                             |                             |                                   |
| WHITEFORD FOODS, INC.           |                             |                             | 2.47%                             |
| LEPAGE BAKERY / COUNTRY KITCHEN |                             |                             |                                   |
| NCR-SYSTEMEDIA                  |                             |                             | 1.5%                              |
| SIGNATURE MEATS GROUP           |                             |                             | 1.6%                              |
| SCHWEBEL'S BAKING CO.           |                             |                             |                                   |
| MAUI CUP                        |                             |                             |                                   |
| MIRA PLASTICS                   |                             |                             |                                   |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    |                             |                             | 1.6%                              |
| FRESH ADVANTAGE, KC             |                             |                             | 1.8%                              |
| SILVER KING - MN - CORP         |                             |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             |                             |                                   |
| CLOUGHERTY PACKING              |                             |                             |                                   |
| BEVERAGE - AIR                  |                             |                             |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             | 2.06%                             |
| COCA - COLA USA                 |                             |                             |                                   |
| TOASTMASTER                     |                             | 93.5%                       | 1.55%                             |
| GRANT COUNTY FOODS              |                             | 96.5%                       | 2.20%                             |
| FRESH EXPRESS                   |                             |                             |                                   |
| TAYLOR FARMS                    |                             |                             | 1.04%                             |
| MODULAR DISPENSING SYSTEM       |                             |                             |                                   |
| CENTURY PRODUCTS, LLC           |                             |                             |                                   |
| ROSE PACKING COMPANY            |                             |                             | 2.98%                             |

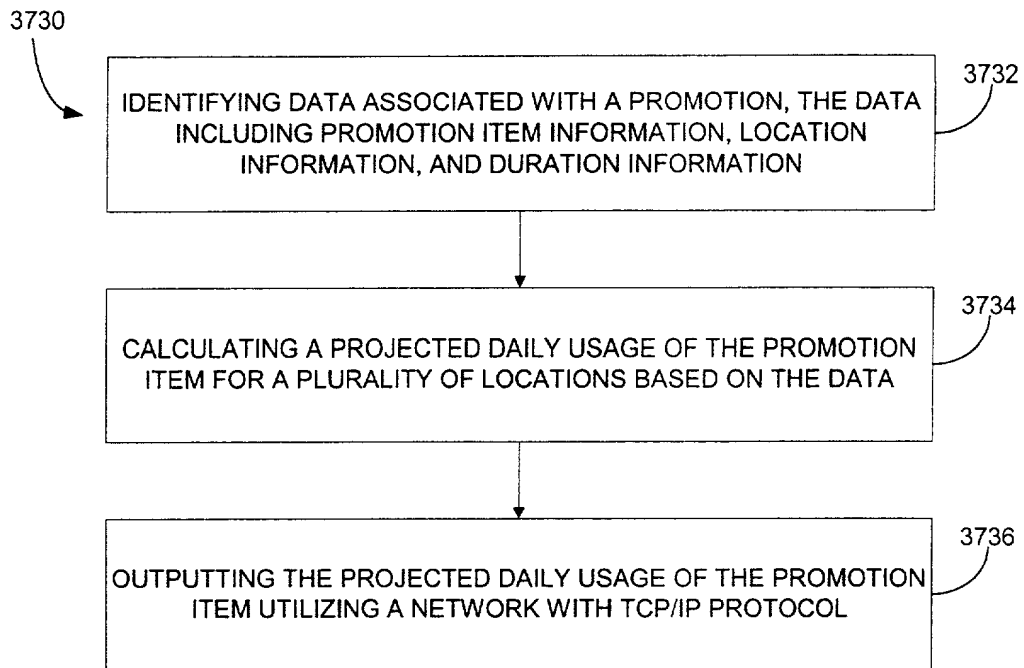
|         |                             |                             |                                   |
|---------|-----------------------------|-----------------------------|-----------------------------------|
|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|  |                      |
|--|----------------------|
|  | OK                   |
|  | Didn't meet RSI Min. |

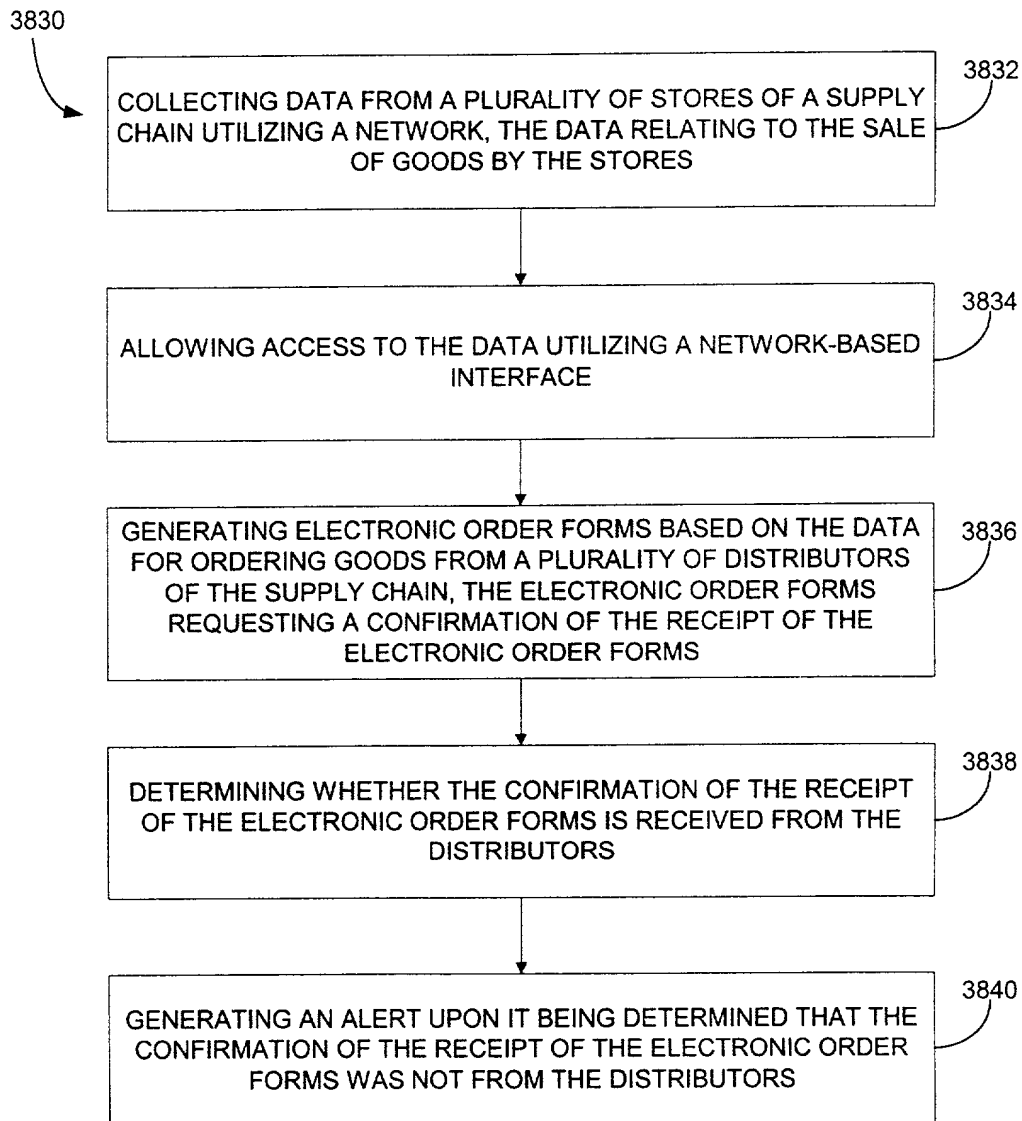
## 3600

**FIG. 36**

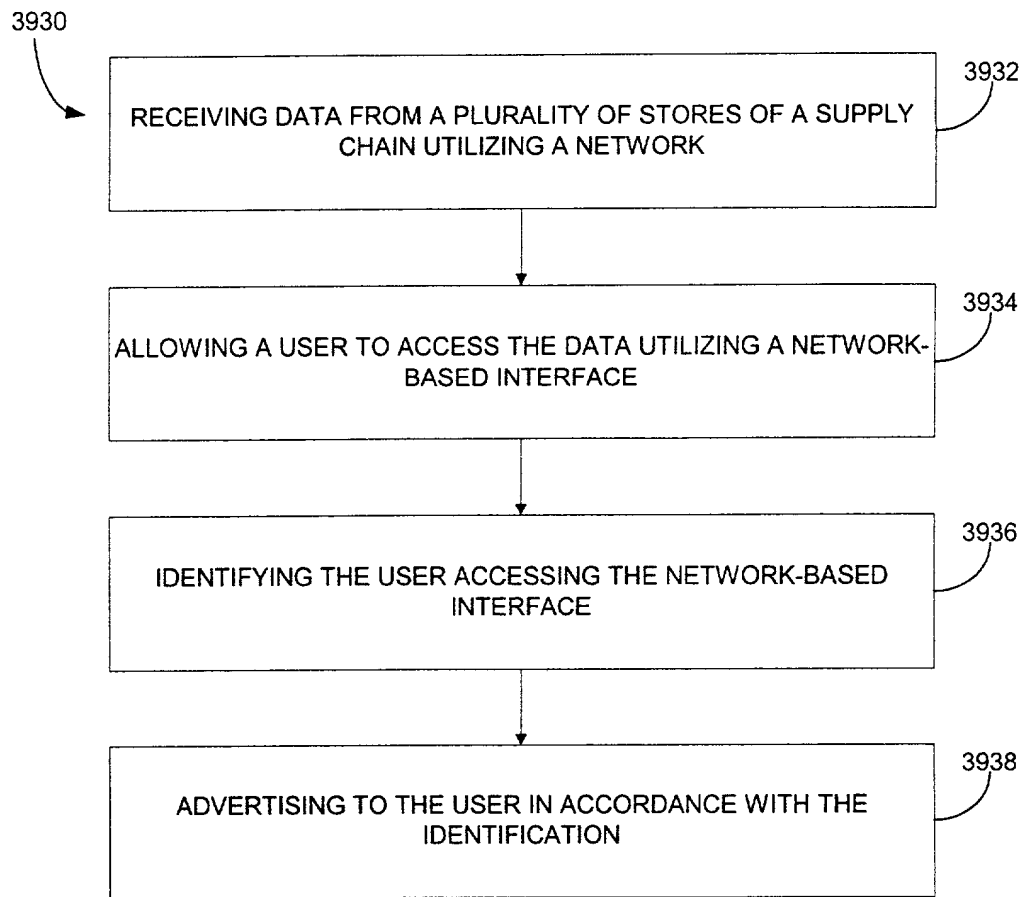
/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes



**FIG. 37**

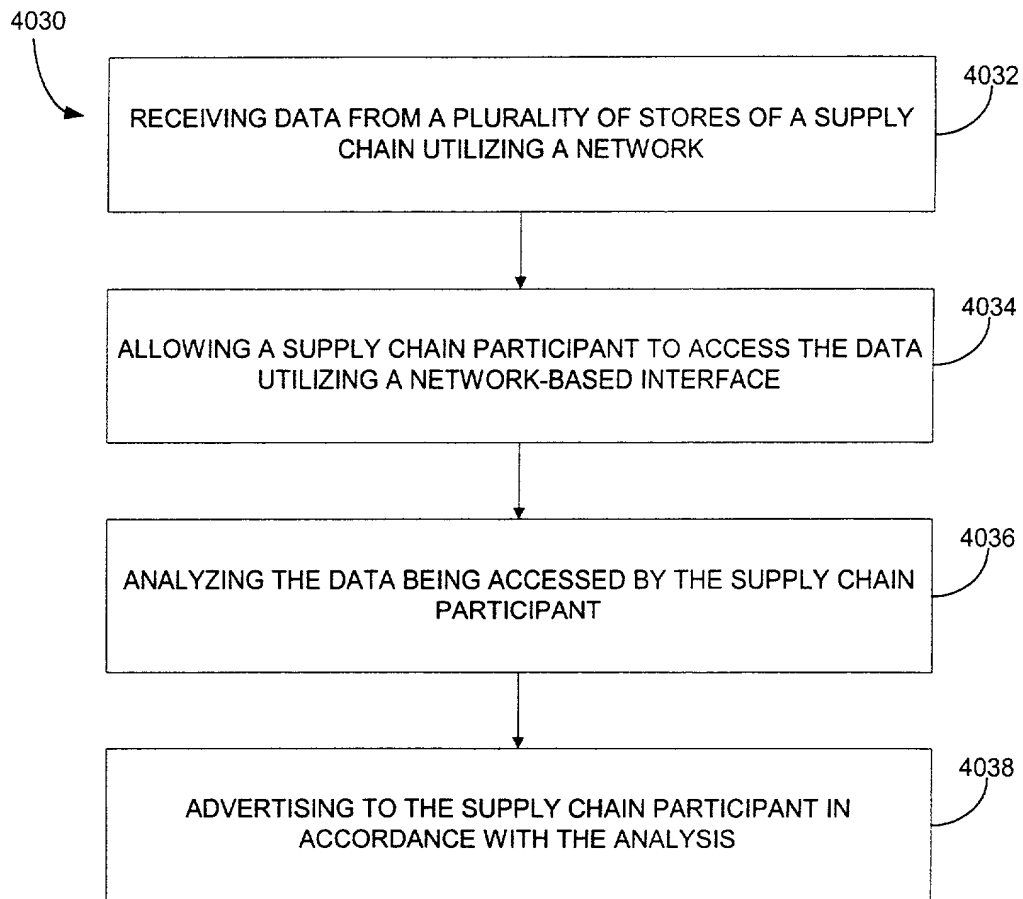


**FIG. 38**

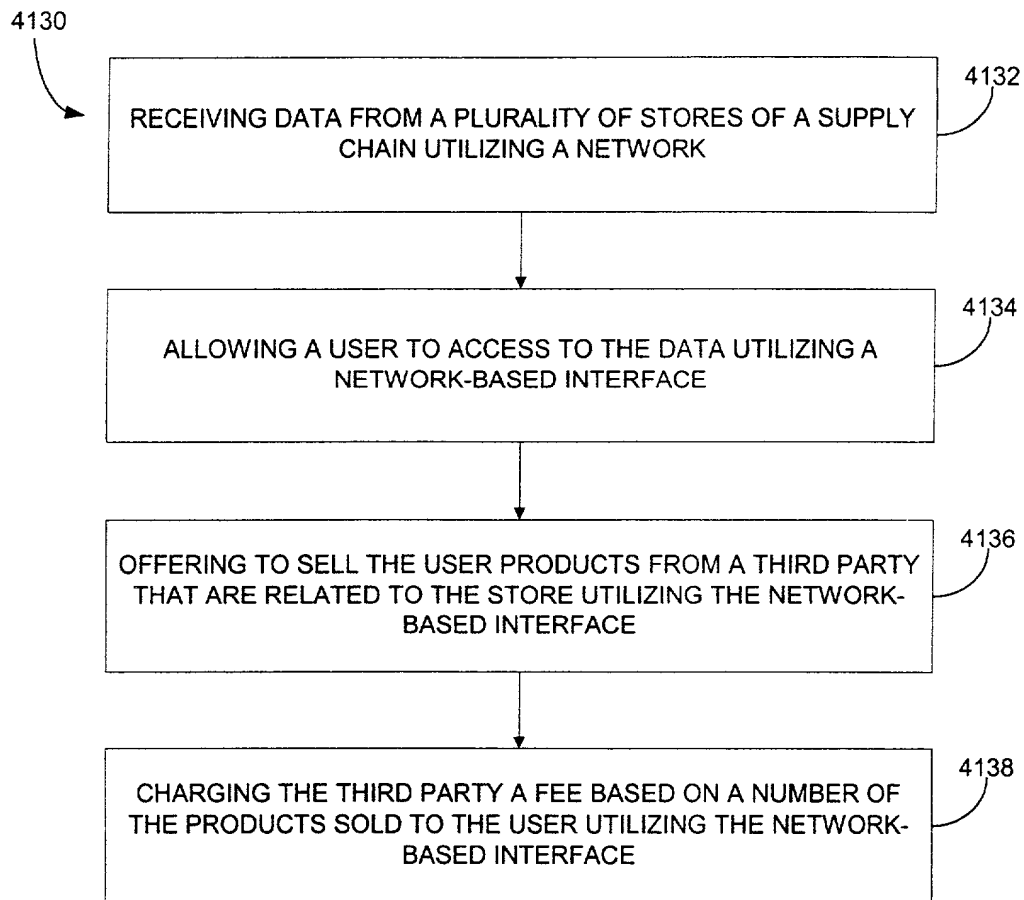


**FIG. 39**

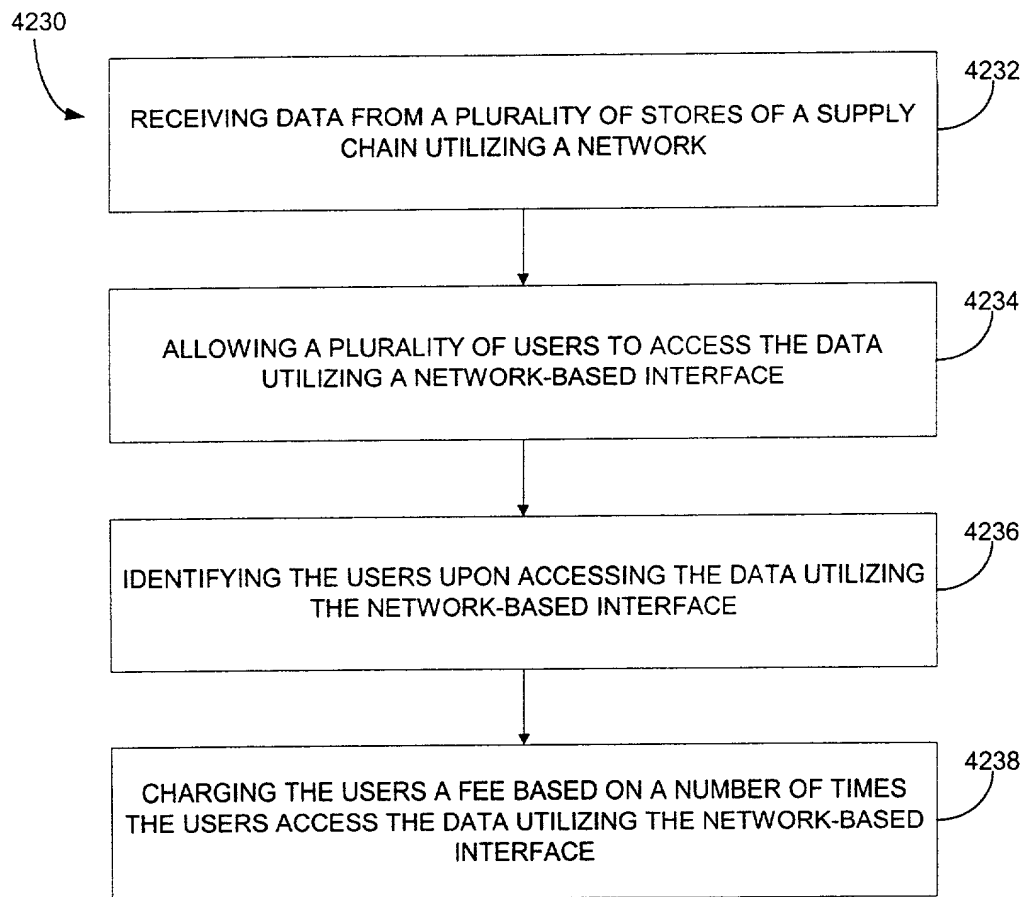




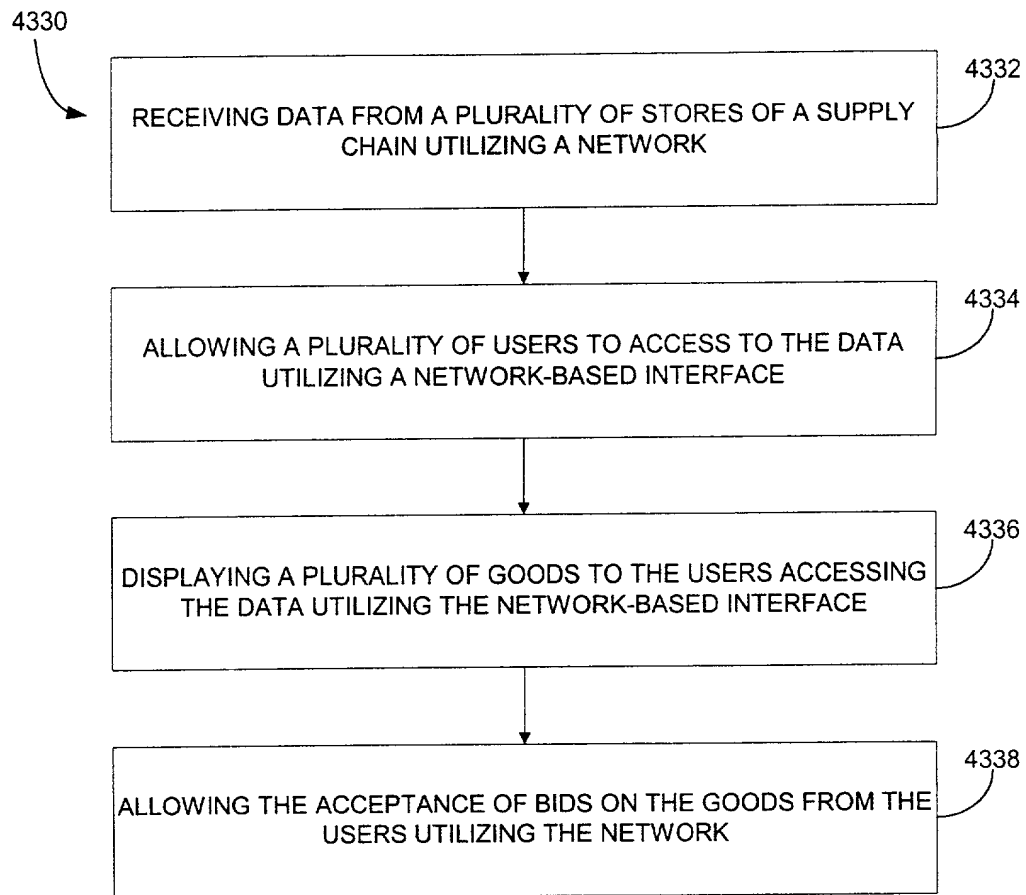
**FIG. 40**



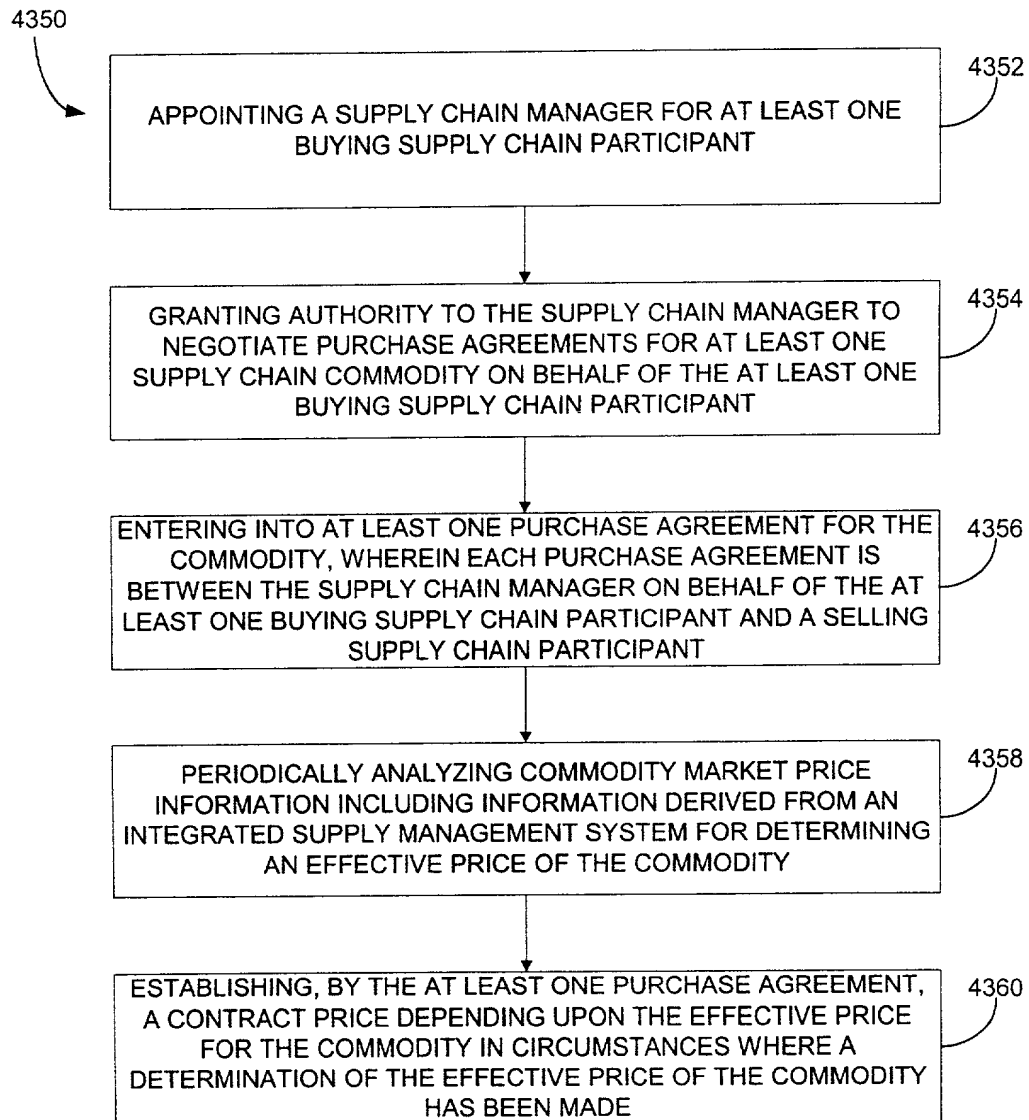
**FIG. 41**



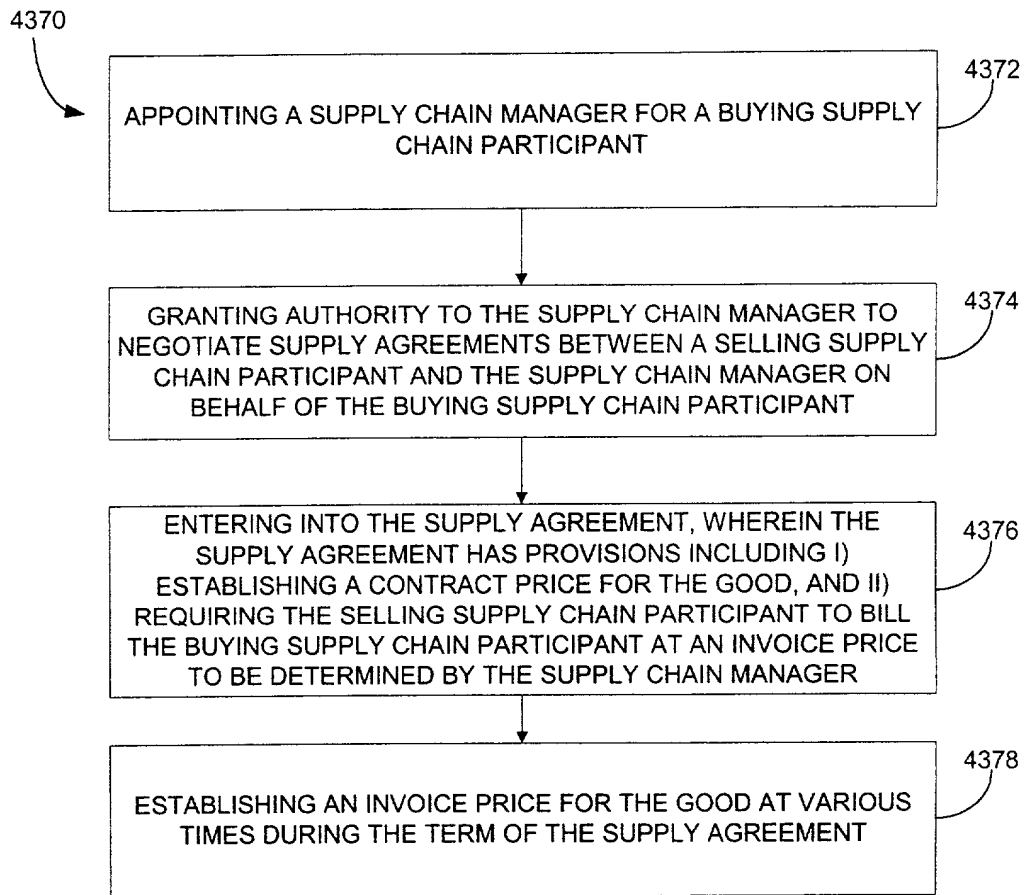
**FIG. 42**



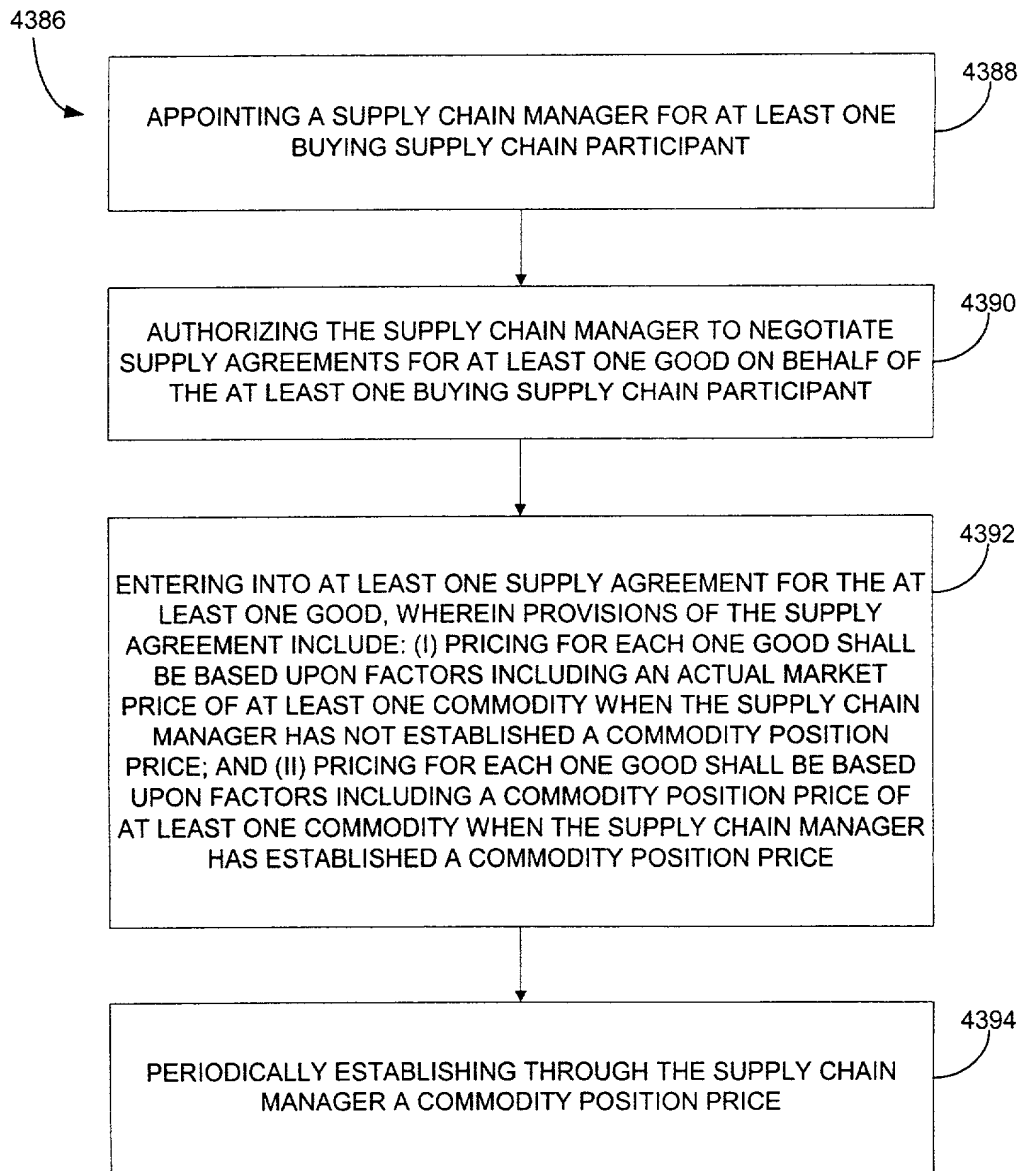
**FIG. 43A**



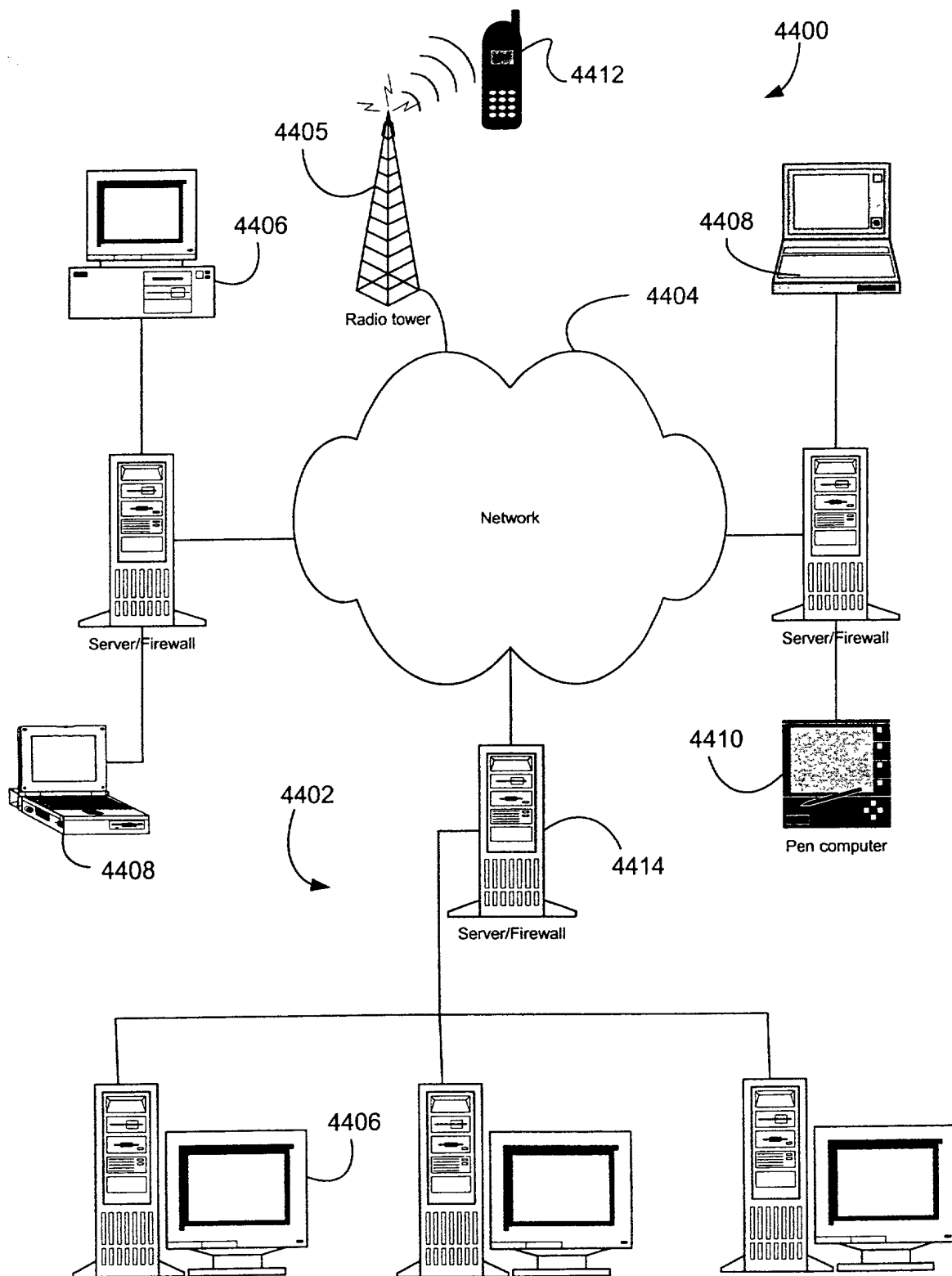
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**



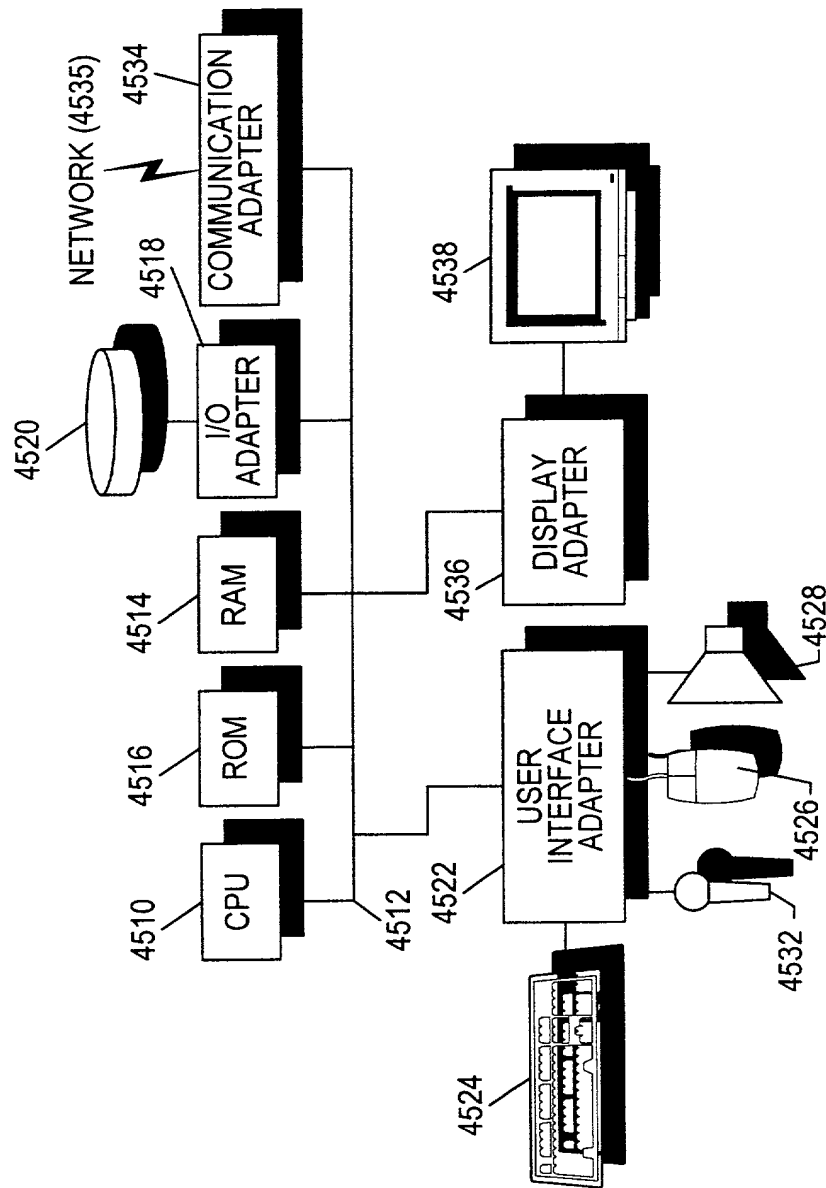
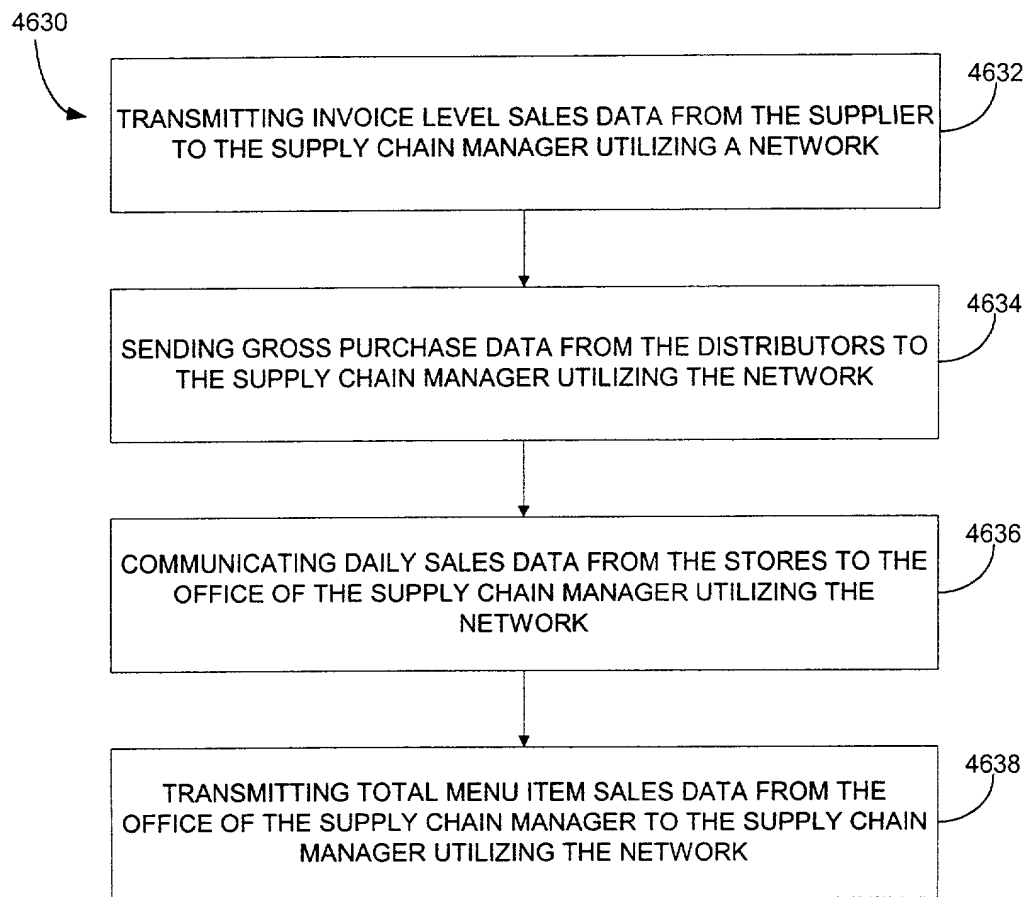
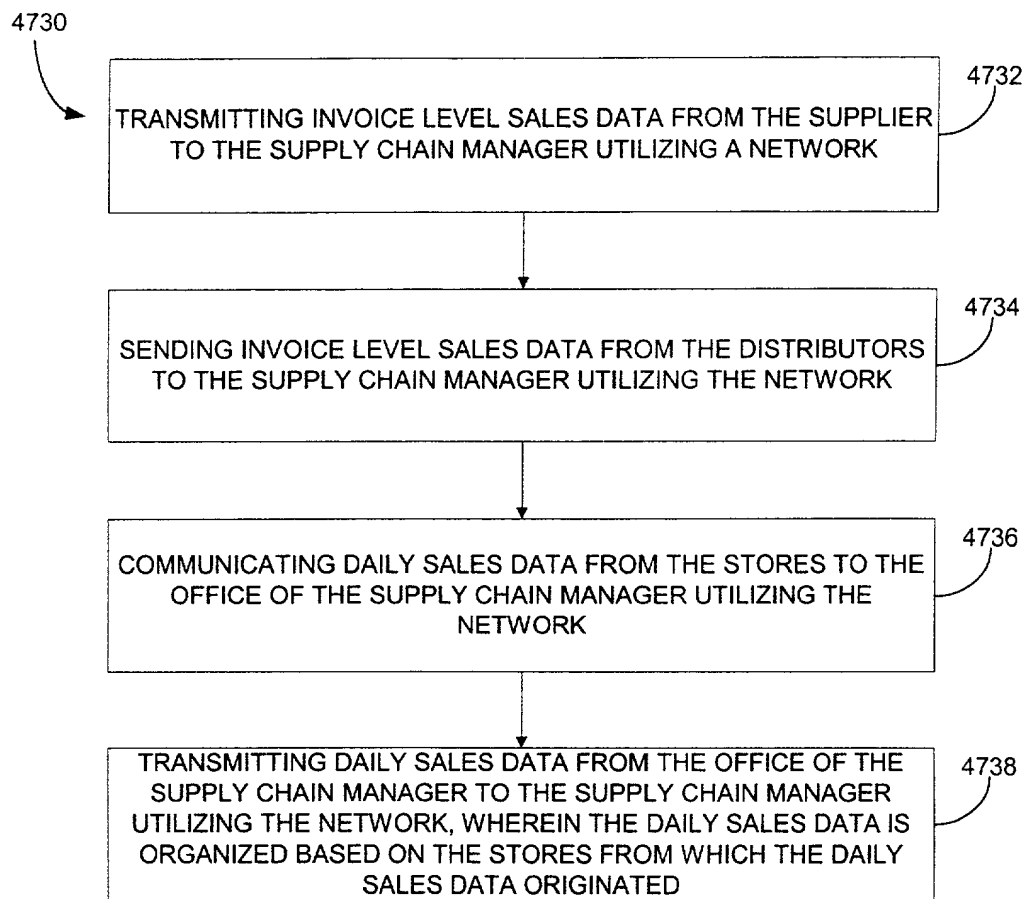


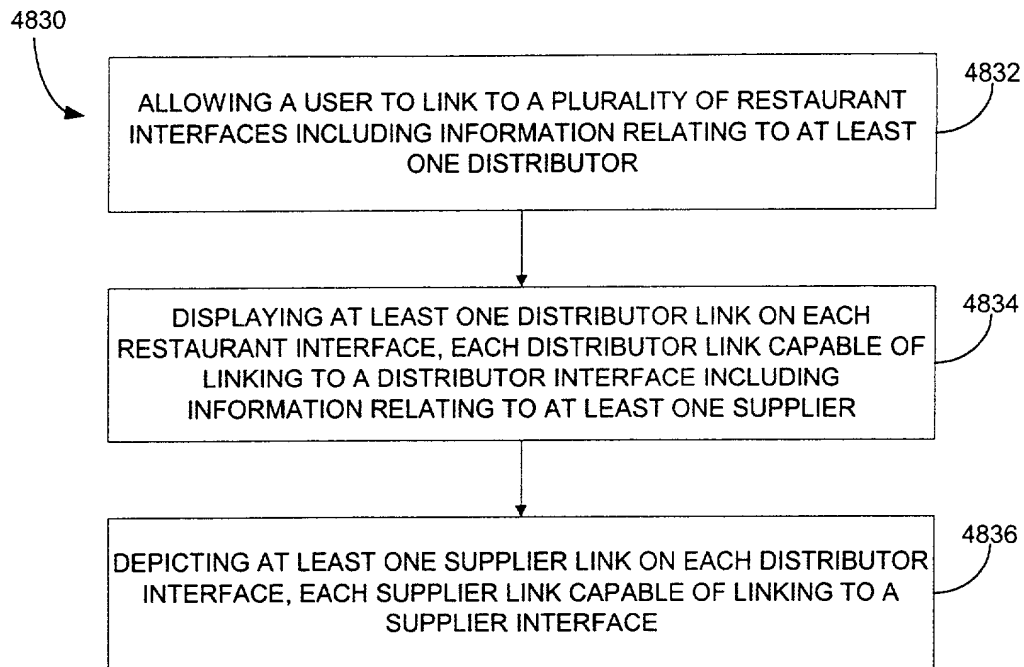
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**

Microsoft Internet Explorer

Restaurant Services, Inc. - Microsoft Internet Explorer

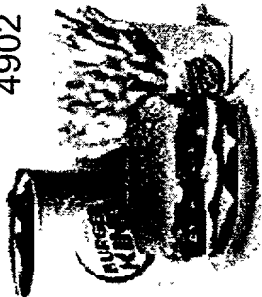
File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

Go Links

RSI

4902



Contact Information

Map/Directions

General Information


Legal Information


More About RSI

Help

BK-C link

NFA link





Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Franchisee

Enter Site

Password

XXXXXXXX

Click For Help

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

FIG. 49

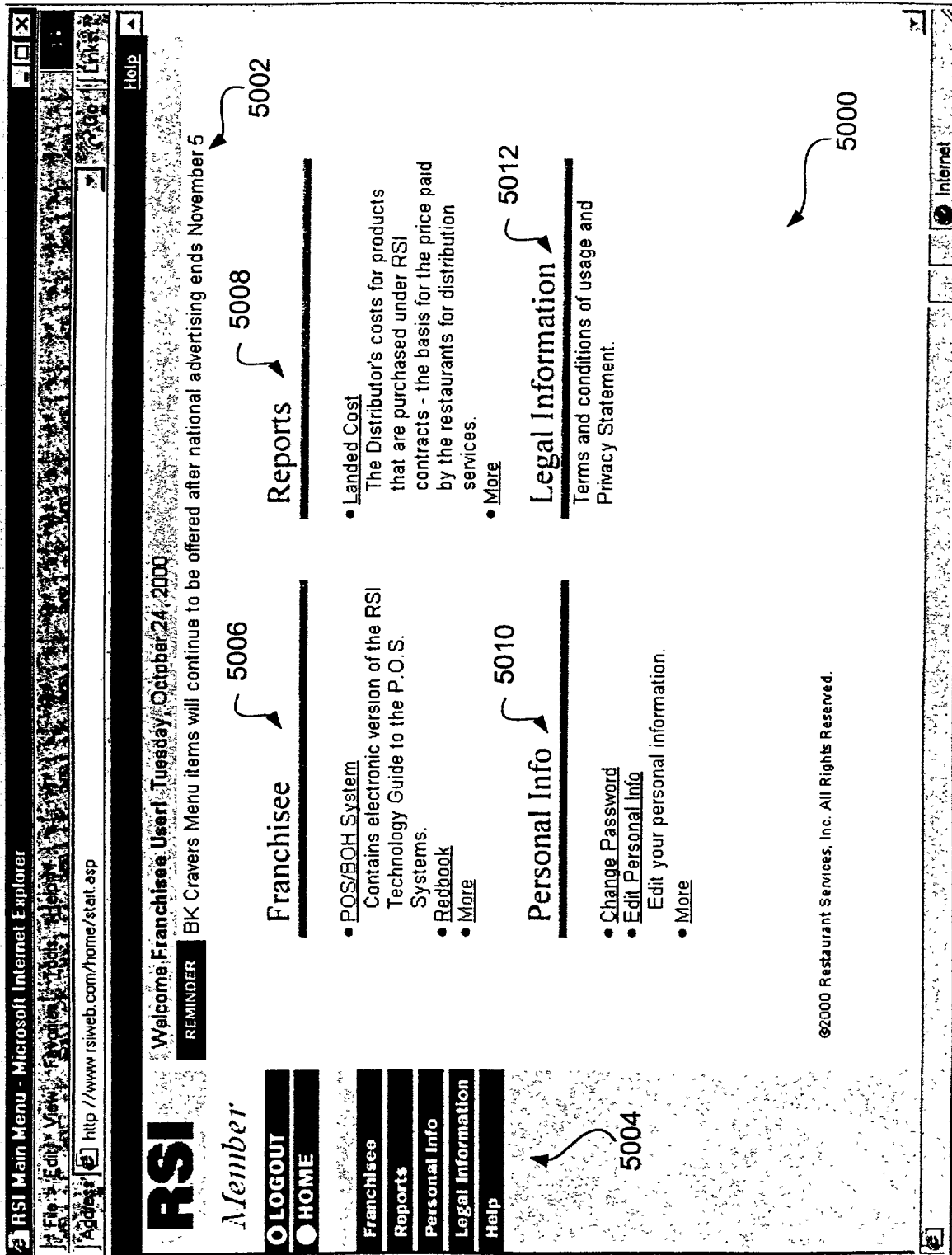
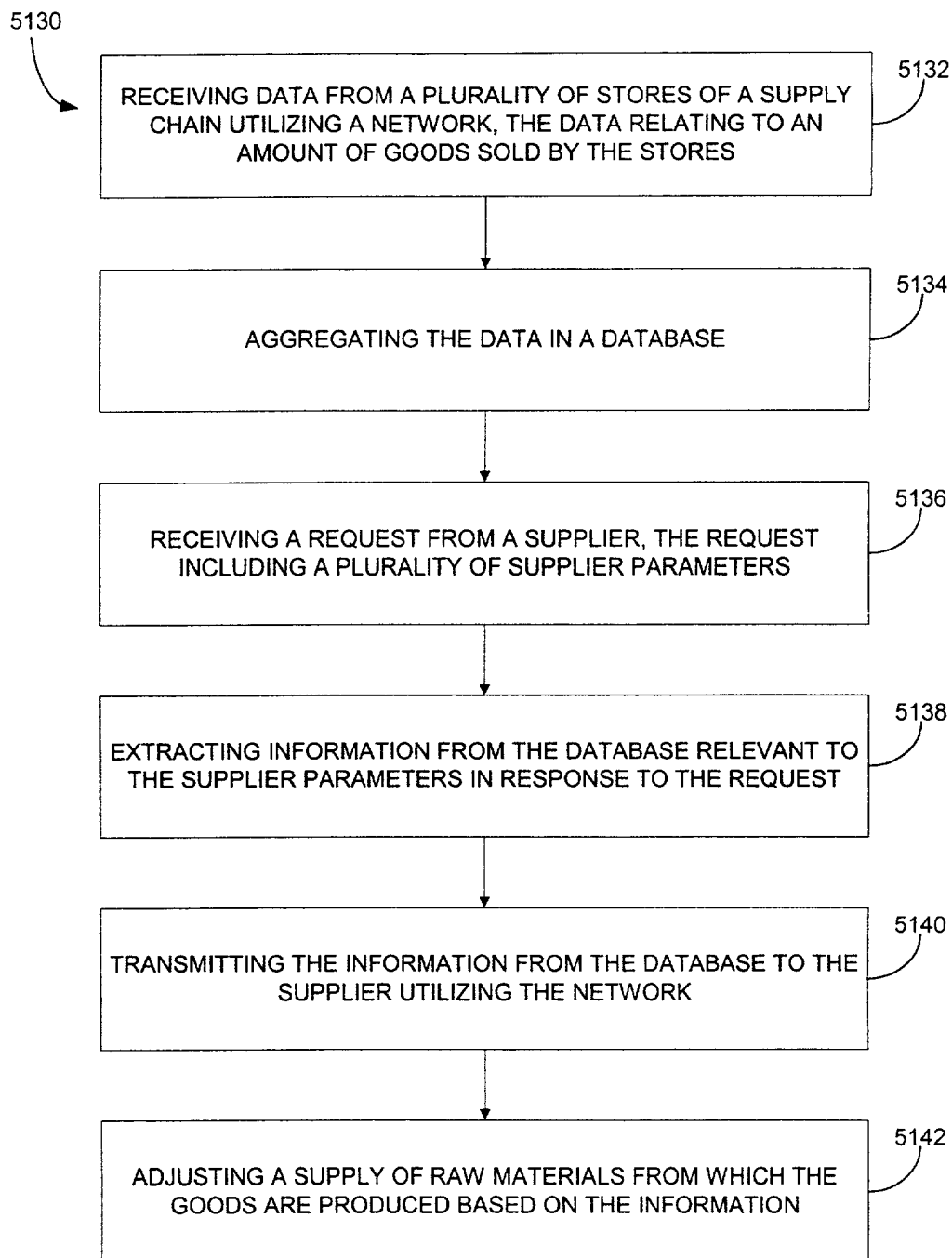
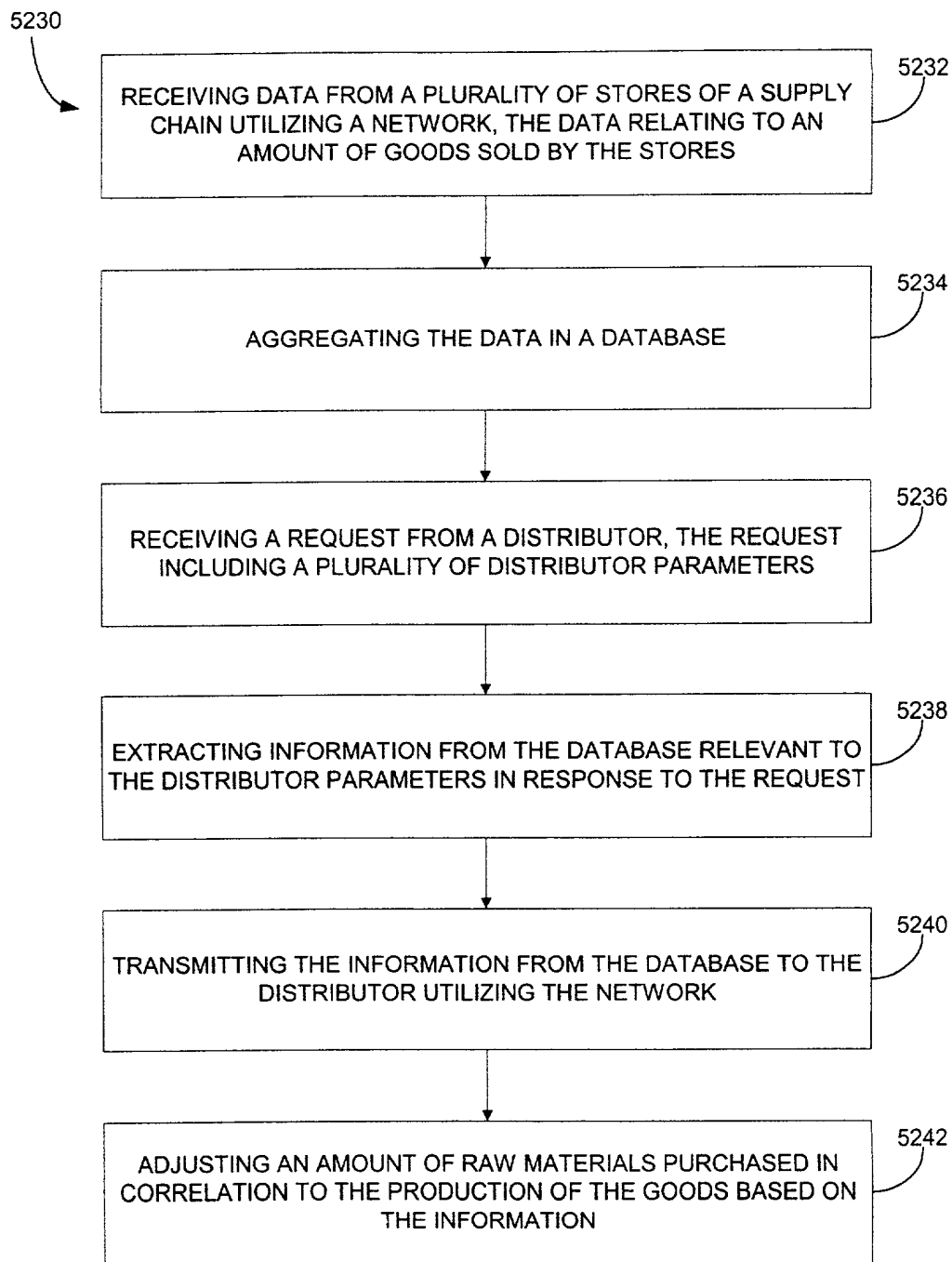


FIG. 50



**FIG. 51**



**FIG. 52**



# POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Address http://www.rsiweb.com/dc/d\_rptposdaily.asp

**RSI**

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor  
 Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DOC Item    | Item Description  | 14 Day Avg | 14 Day Rolling Total Cases |       |       |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |       |
|-------------|-------------------|------------|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|
|             |                   |            | 10/09                      | 10/10 | 10/11 | 10/12 | 10/13 | 10/14 | 10/15 | 10/16 | 10/17 | 10/18 | 10/19 | 10/20 | 10/21 | 10/22 | 10/23             | 10/24 |
| 19980       | SAUCE: BBQ BULK   | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 20788       | BULLSEYE          | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 20788       | MUSTARD: BULK BK  | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 24340       | MAYONNAISE: BULK  | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 24986       | STRAW: WRAPPED    | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 25318       | FORK: WRAPPED     | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 25452       | BULK BK           | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 27682       | KETCHUP: BULK BAG | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 27690       | KETCHUP: PACKETS  | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| 27690       | 10g BK            | 0.00%      |                            |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |       |
| Total       |                   |            | 109                        | 110   | 1184  | 188   | 178   | 1142  | 1109  | 70    | 18    | 71    | 58    | 8     | 8     | 766   | 771               | 743   |
| Grand Total |                   |            | 1112                       | 1070  | 1078  | 1044  |       |       |       |       |       |       |       |       |       |       |                   |       |

Done

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools

Address

http://test.rslink.com/dc/dc\_rptpromodel.asp?dc=26576

5400

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| Local Promotion Option          | ADI     | Start Date | Projected Dly Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|---------------------------------|---------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup                |         |            |                     |                     |                          |                               |
| Chicago, IL                     | 6/1/00  | 85         | 89                  | 8                   |                          |                               |
| Davenport-Rt-Moline, IA         | 6/1/00  | 85         | 32                  | 17                  |                          |                               |
| Des Moines-Ames, IA             | 7/1/00  | 85         | 17                  | 28                  |                          |                               |
| Omaha, NE                       | 7/1/00  | 85         | 17                  | 80                  |                          |                               |
| Peoria, IL                      | 6/1/00  | 85         | 89                  | 17                  |                          |                               |
| Sioux City, IA                  | 6/25/00 | 85         | 89                  | 10                  |                          |                               |
| Springfield-Decatur-Chmpg, IL   | 6/1/00  | 85         | 89                  | 1                   |                          |                               |
| 32 oz. Motor Cup Total          |         |            |                     | 131                 |                          |                               |
| Big King                        |         |            |                     |                     |                          |                               |
| Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00 |            | 89                  | 19                  |                          |                               |
| Davenport-Rt-Moline, IA         | 4/15/00 |            | 89                  | 17                  |                          |                               |
| Ottumwa-Kirksville, IA          | 4/15/00 |            | 89                  | 3                   |                          |                               |
| Big King Total                  |         |            |                     | 39                  |                          |                               |
| Pancake Minis                   |         |            |                     |                     |                          |                               |
| Chicago, IL                     | 5/15/00 | 20         | 89                  | 8                   |                          |                               |
| Peoria, IL                      | 5/1/00  | 20         | 89                  | 17                  |                          |                               |
| Sioux City, IA                  | 4/15/00 | 20         | 89                  | 10                  |                          |                               |
| Pancake Minis Total             |         |            |                     | 35                  |                          |                               |

Done

Internet

FIG. 54

## Suppliers

**● HOME**

**Help**

## Retrieve

5500

**POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000**

Supplier: TYSON FOODS

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

[illegible]

57 Done

**Internal**

**FIG. 55**

*Member*

5600

**HOME**


**Help**

Distribution Center: REINHART - CEDAR RAPIDS, IA

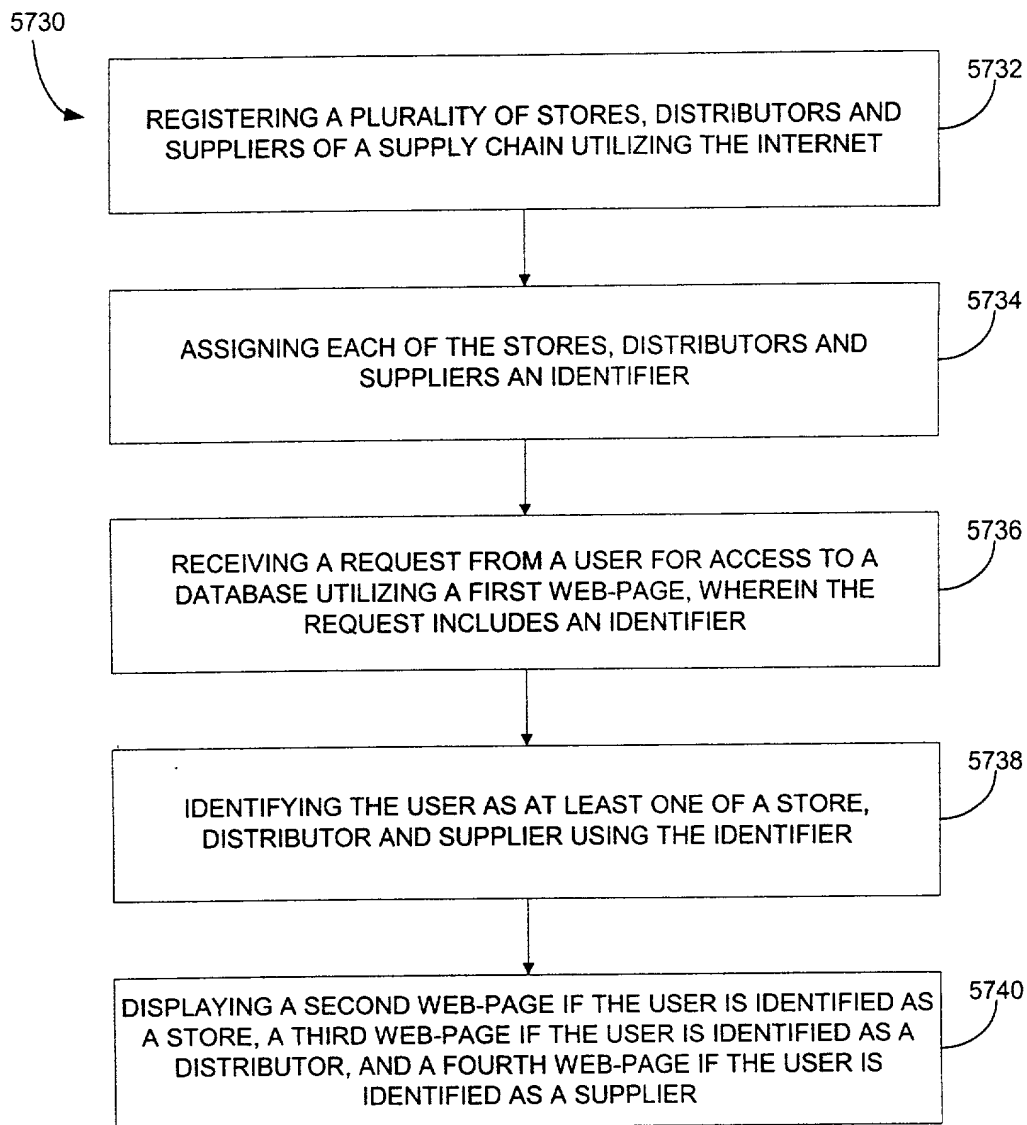
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No | RS Item No | RS Item Description                | DC Cost | Markup | Rest Cost |
|------------|------------|------------------------------------|---------|--------|-----------|
| 10340      | 4439       | REGISTER TAPE-THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84   |
| 12860      | 3586       | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 19966      | 369        | SAUCE-BULK-KRAFT BULL'S EYE        | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473       | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788      | 67         | MUSTARD-BULK 30AL                  | \$6.46  | \$1.57 | \$8.02    |
| 20940      | 4281       | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35   |
| 24340      | 66         | SAUCE-BULK MAYONNAISE              | \$7.91  | \$1.57 | \$9.38    |
| 24600      | 4270       | WATER-ICE MOUNTAIN 5L              | \$6.41  | \$1.57 | \$7.98    |

**Let Done**

 Internet

**FIG. 56**



**FIG. 57**

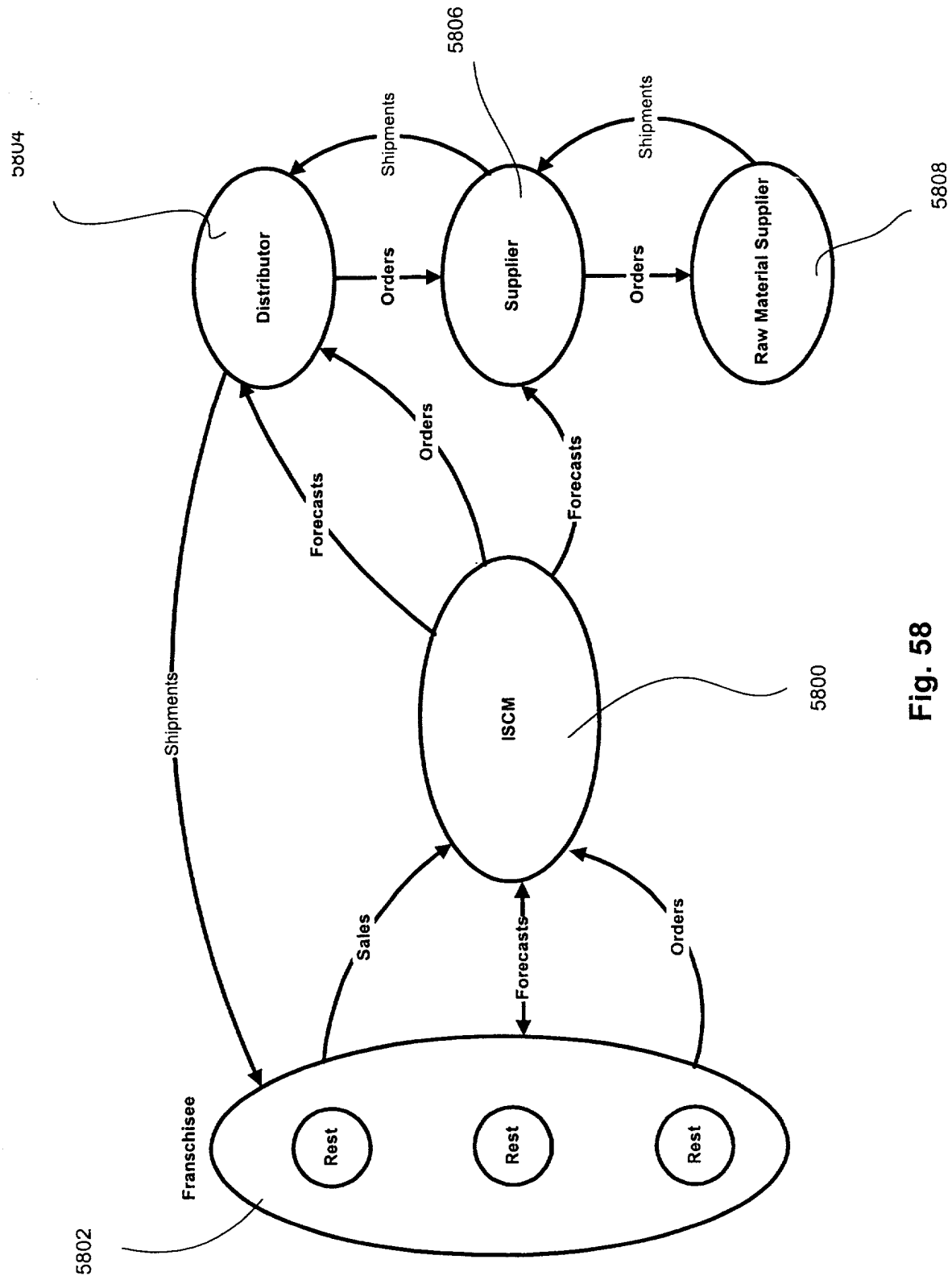
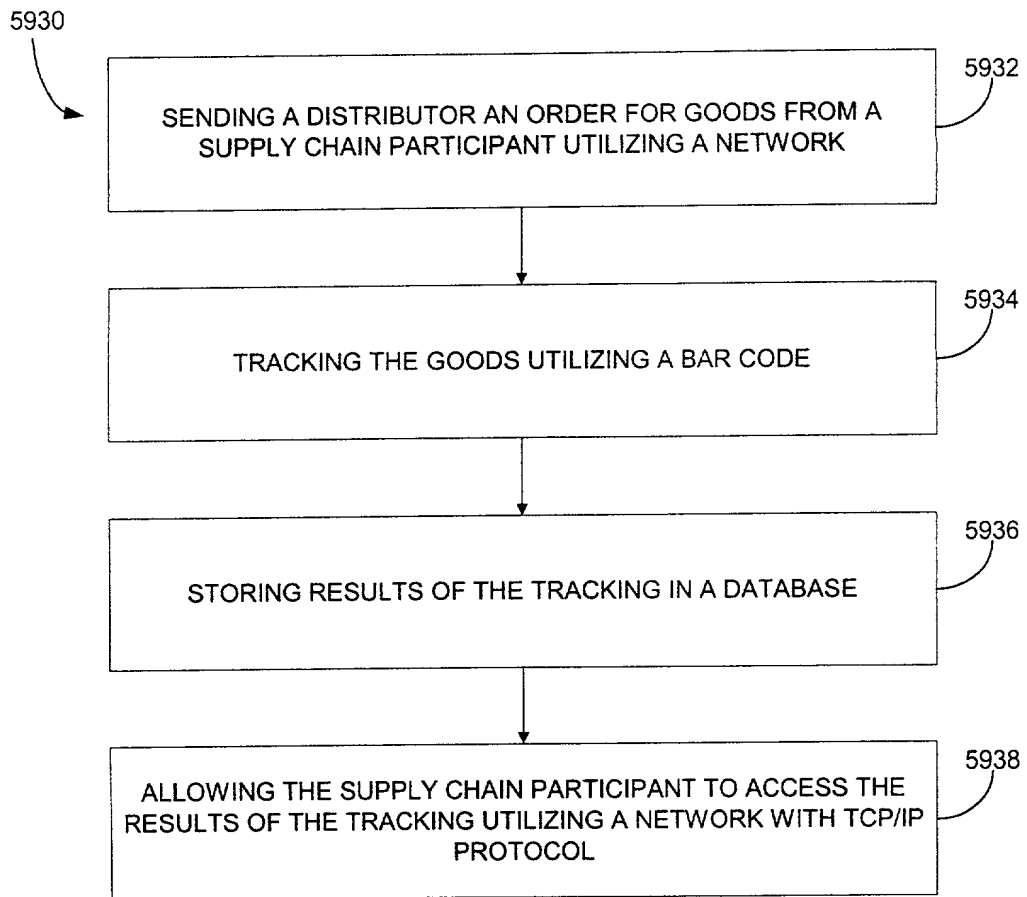
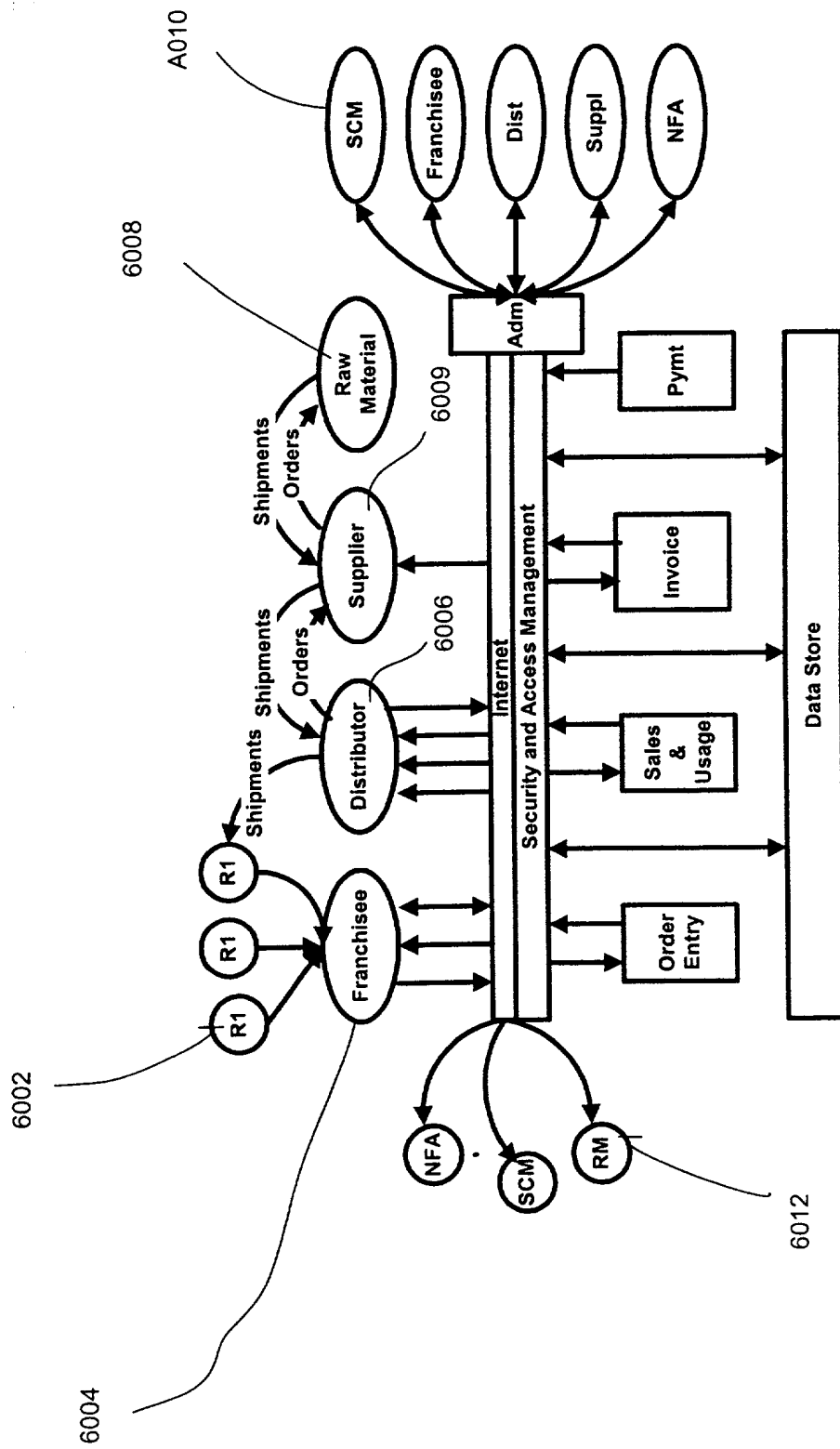


Fig. 58



**FIG. 59**



**Fig. 60**



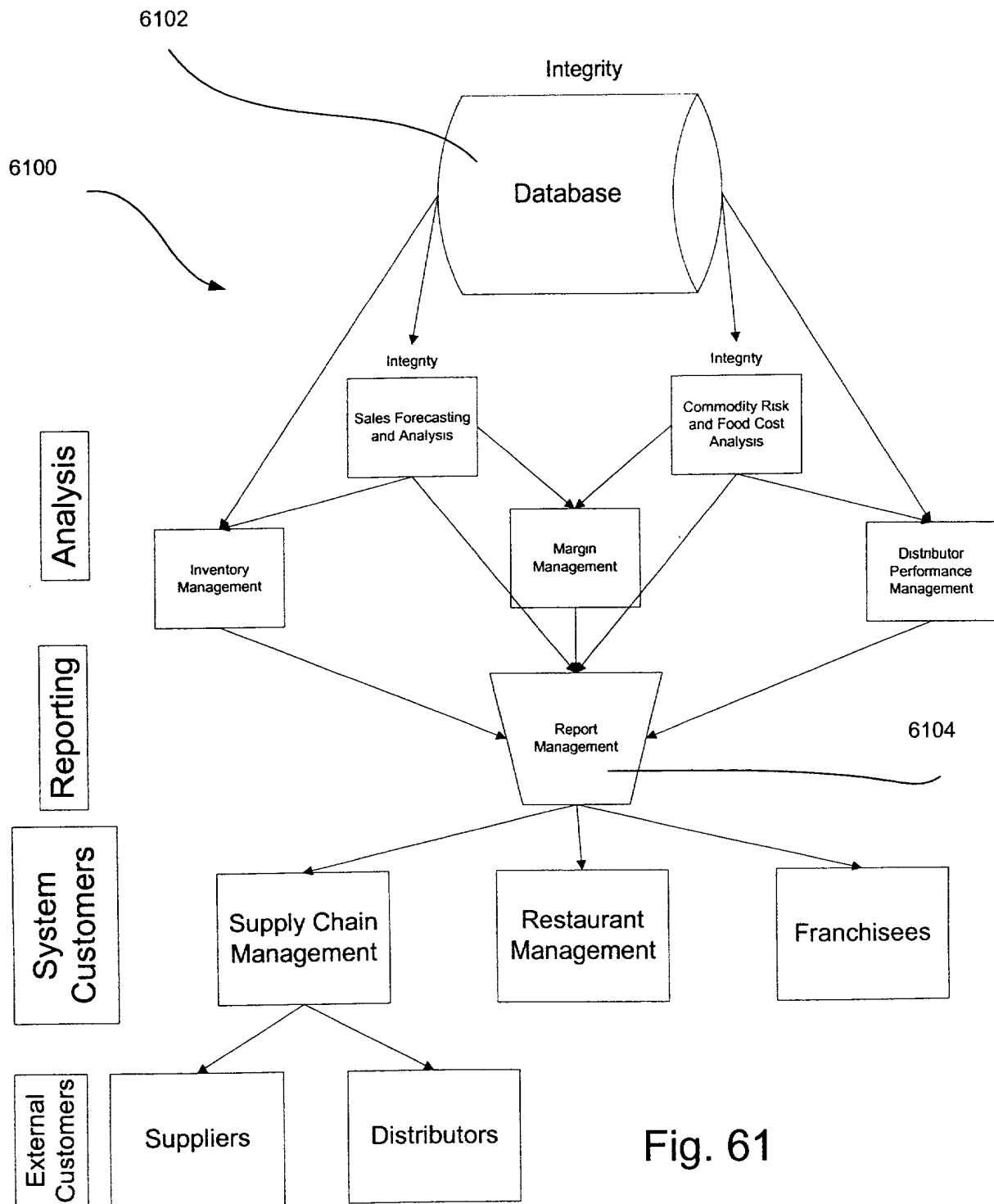
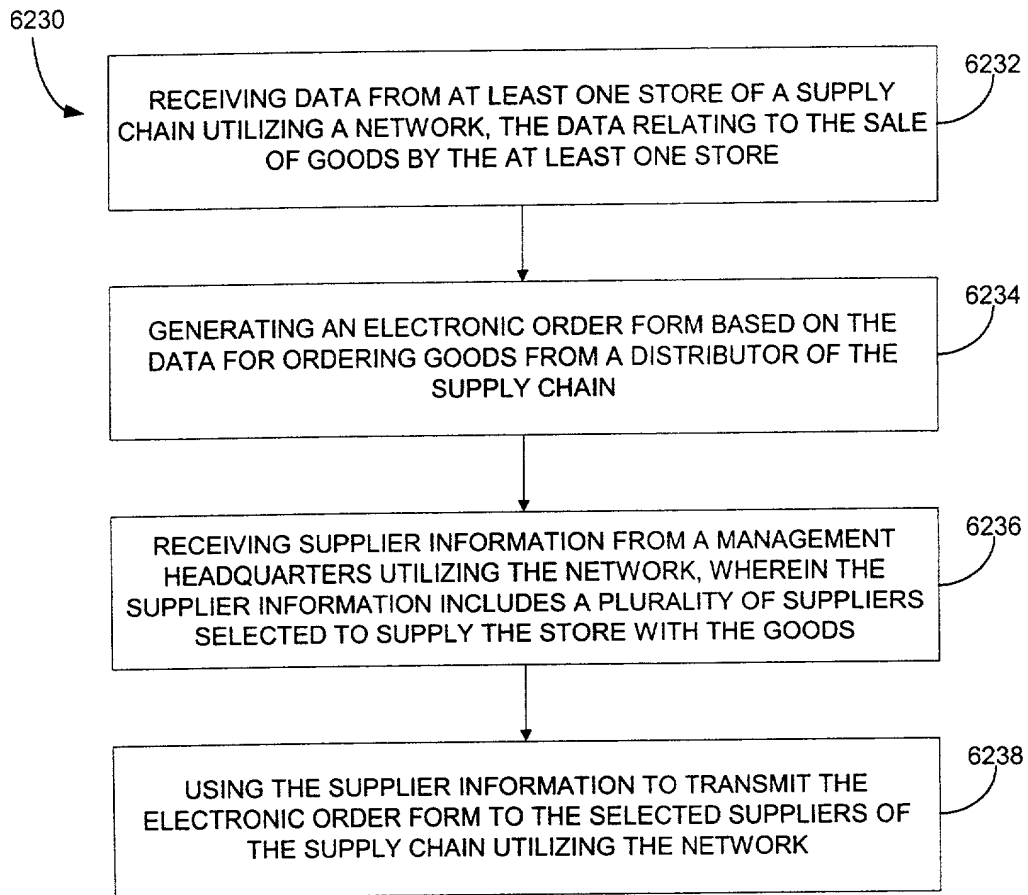


Fig. 61



**FIG. 62**

6300

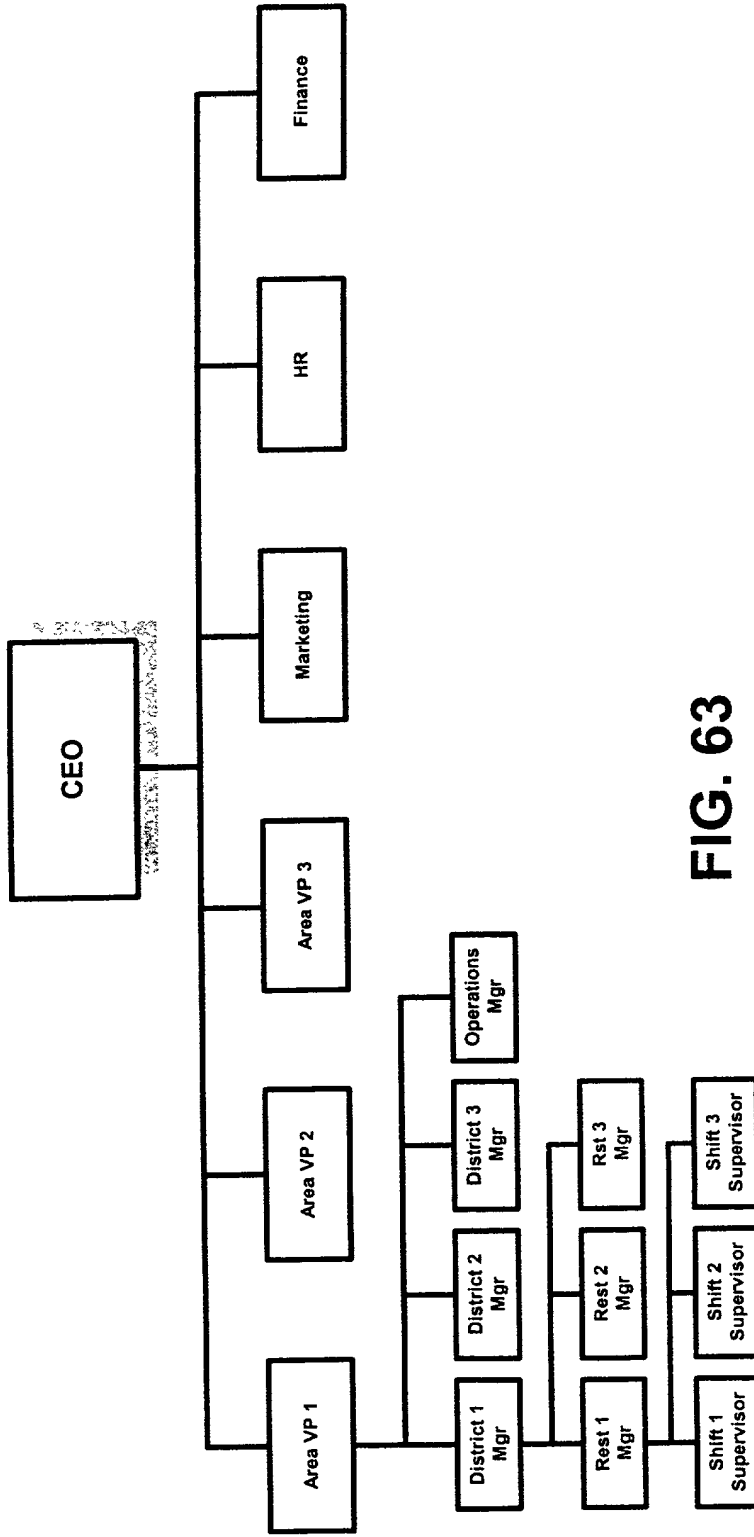
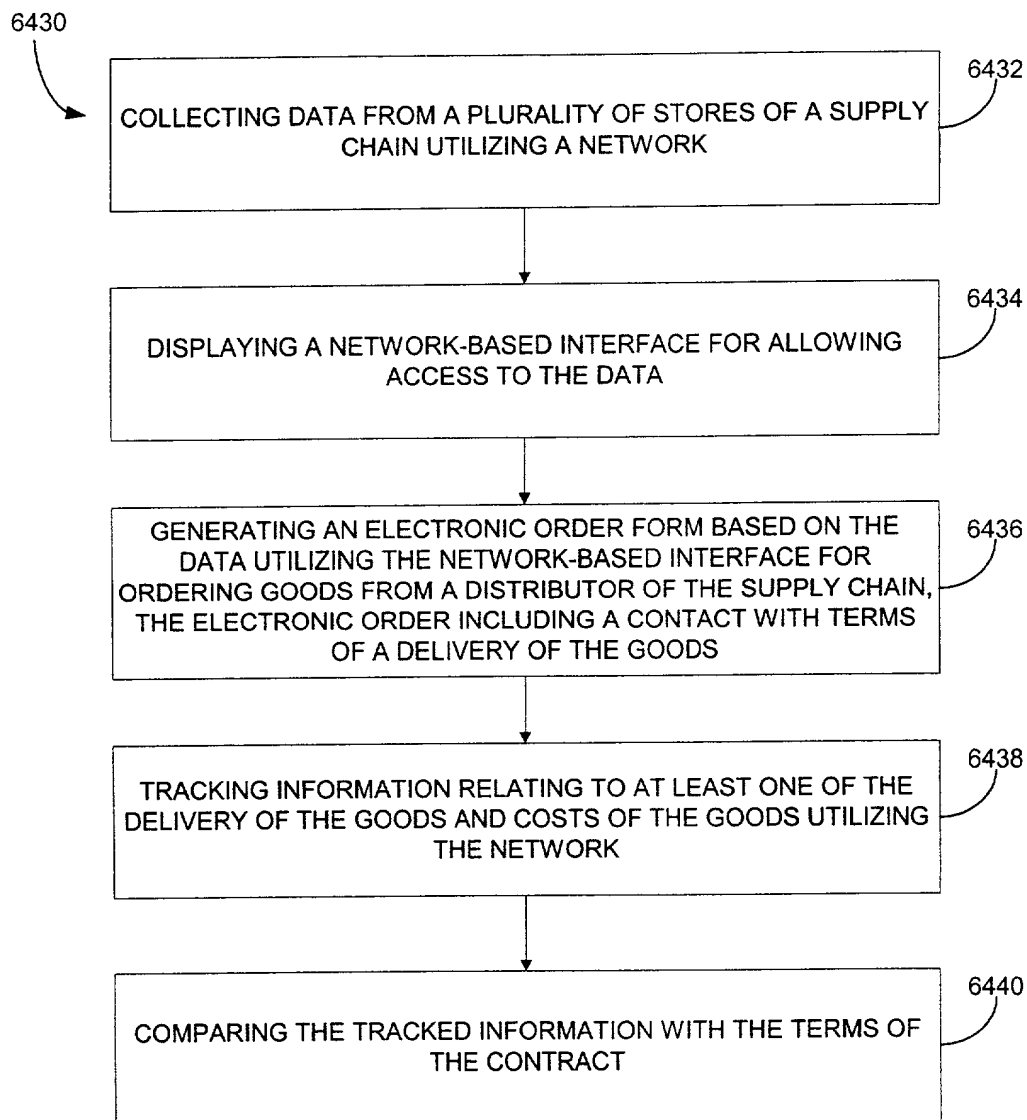
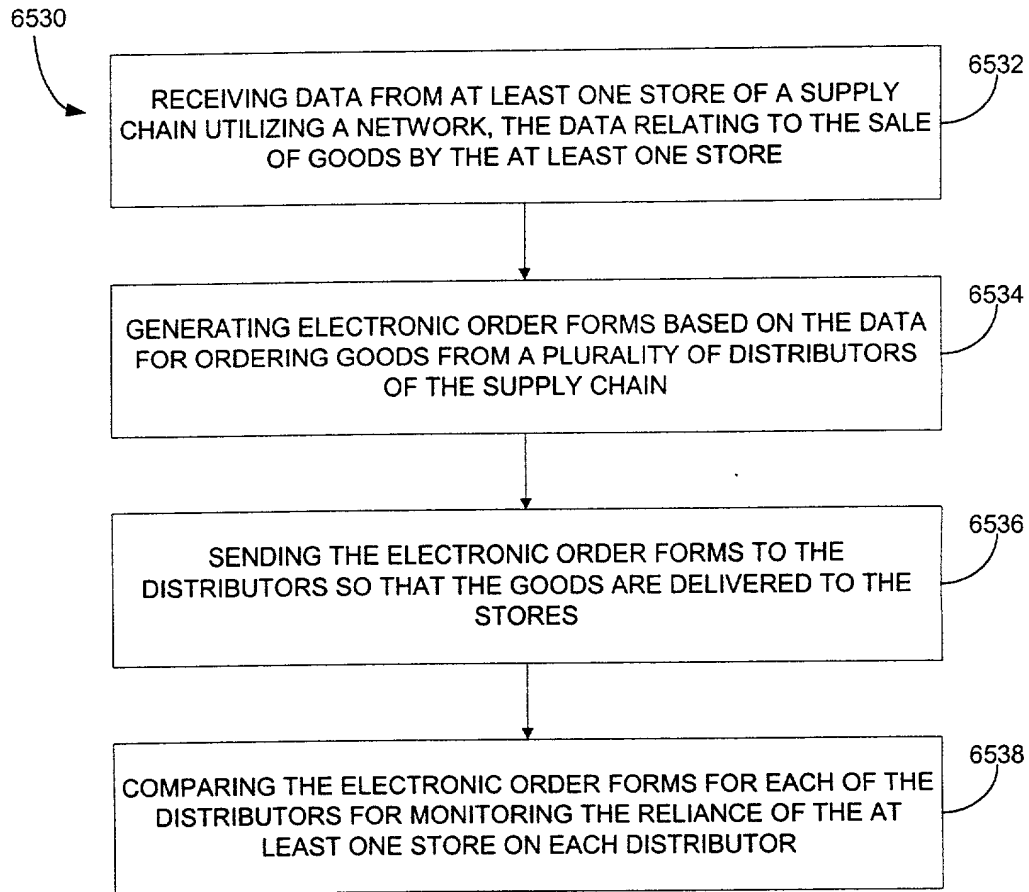


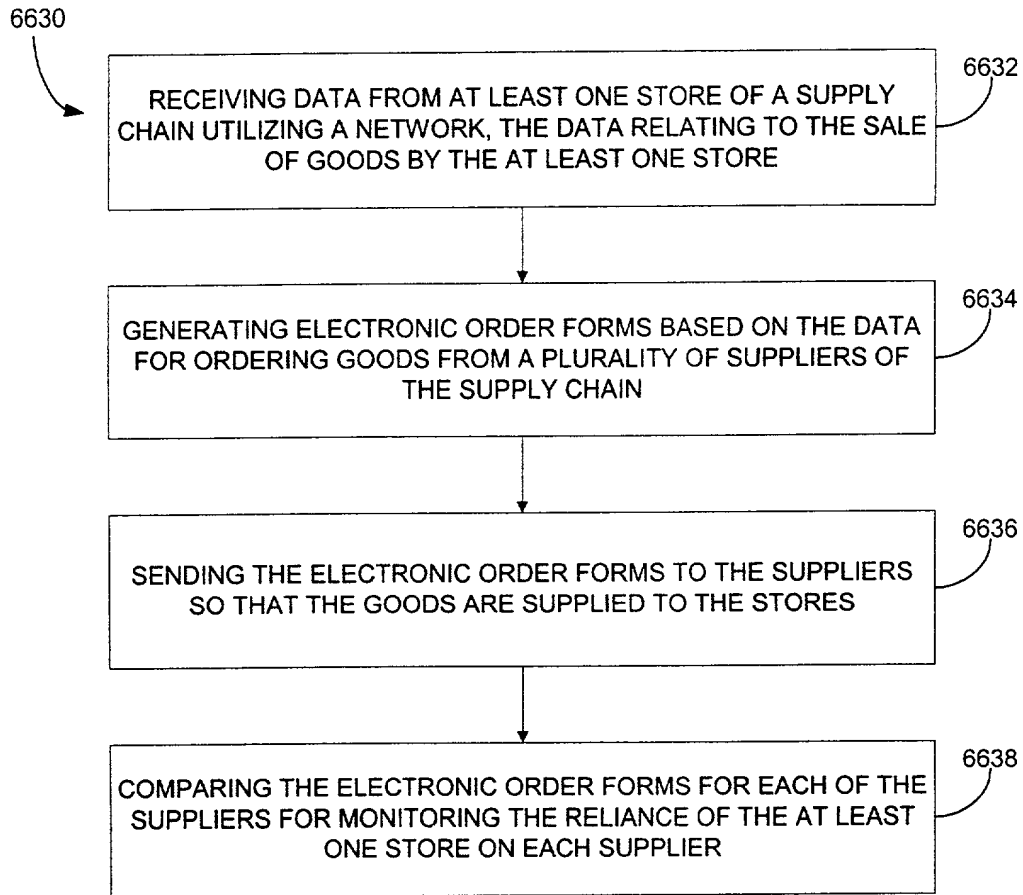
FIG. 63



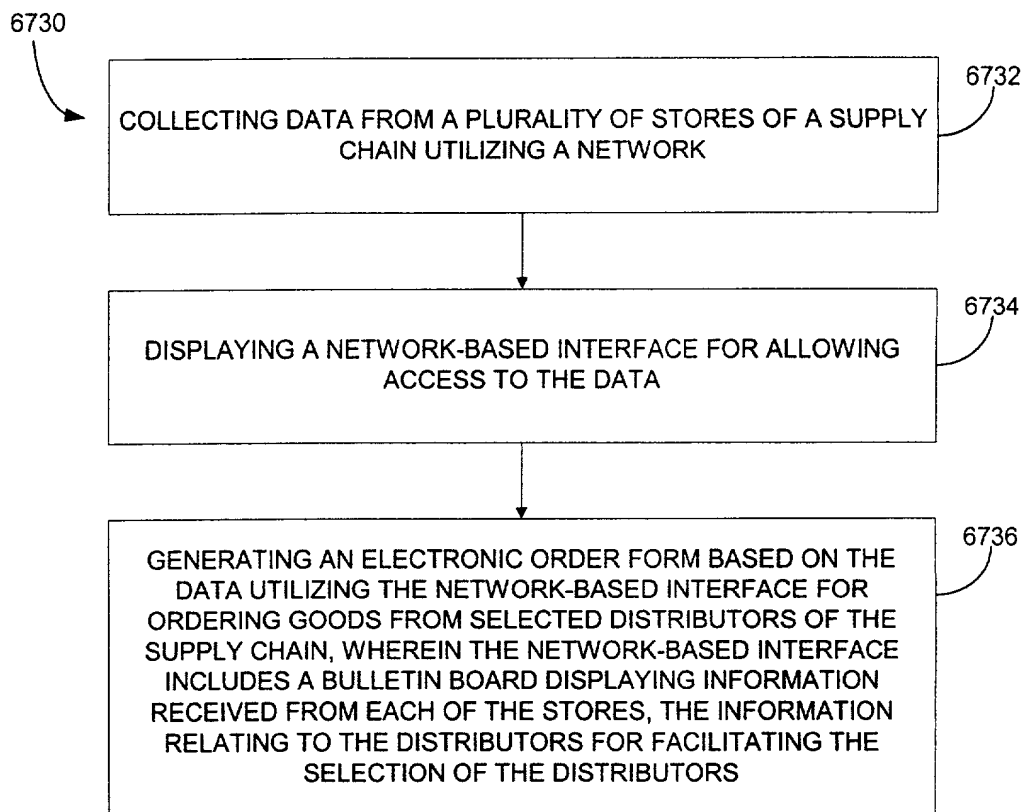
**FIG. 64**



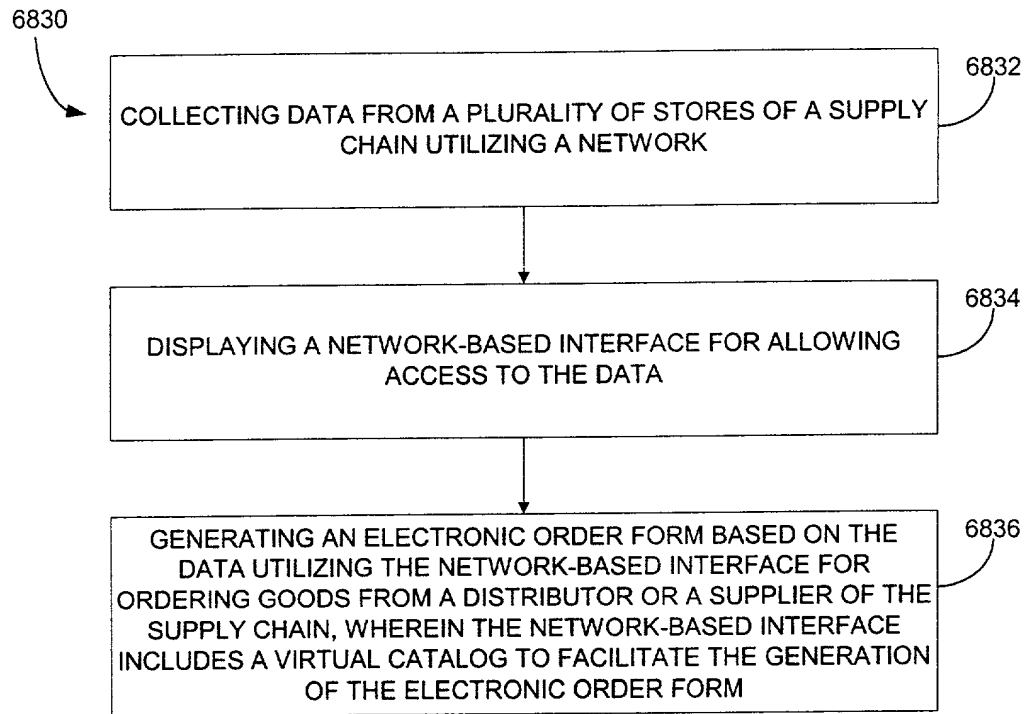
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



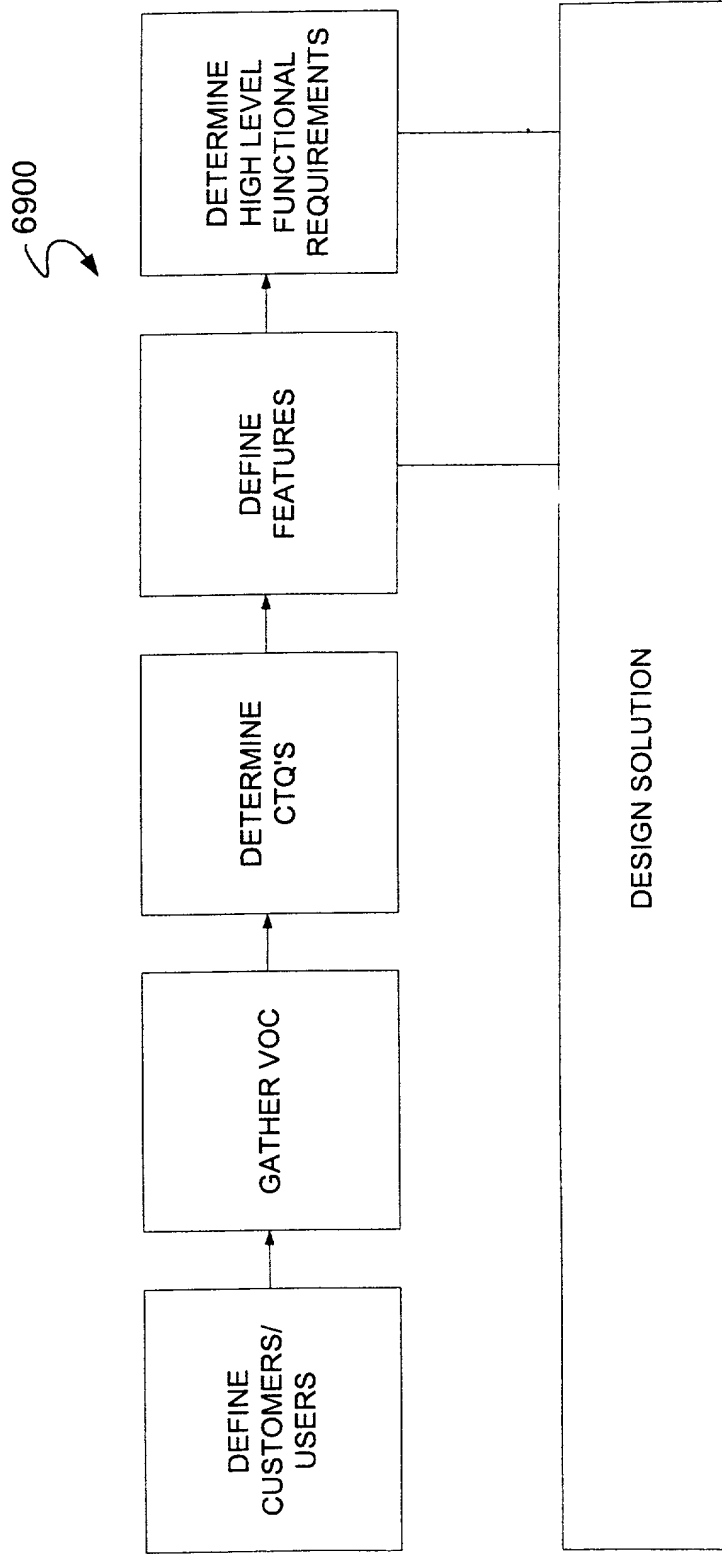
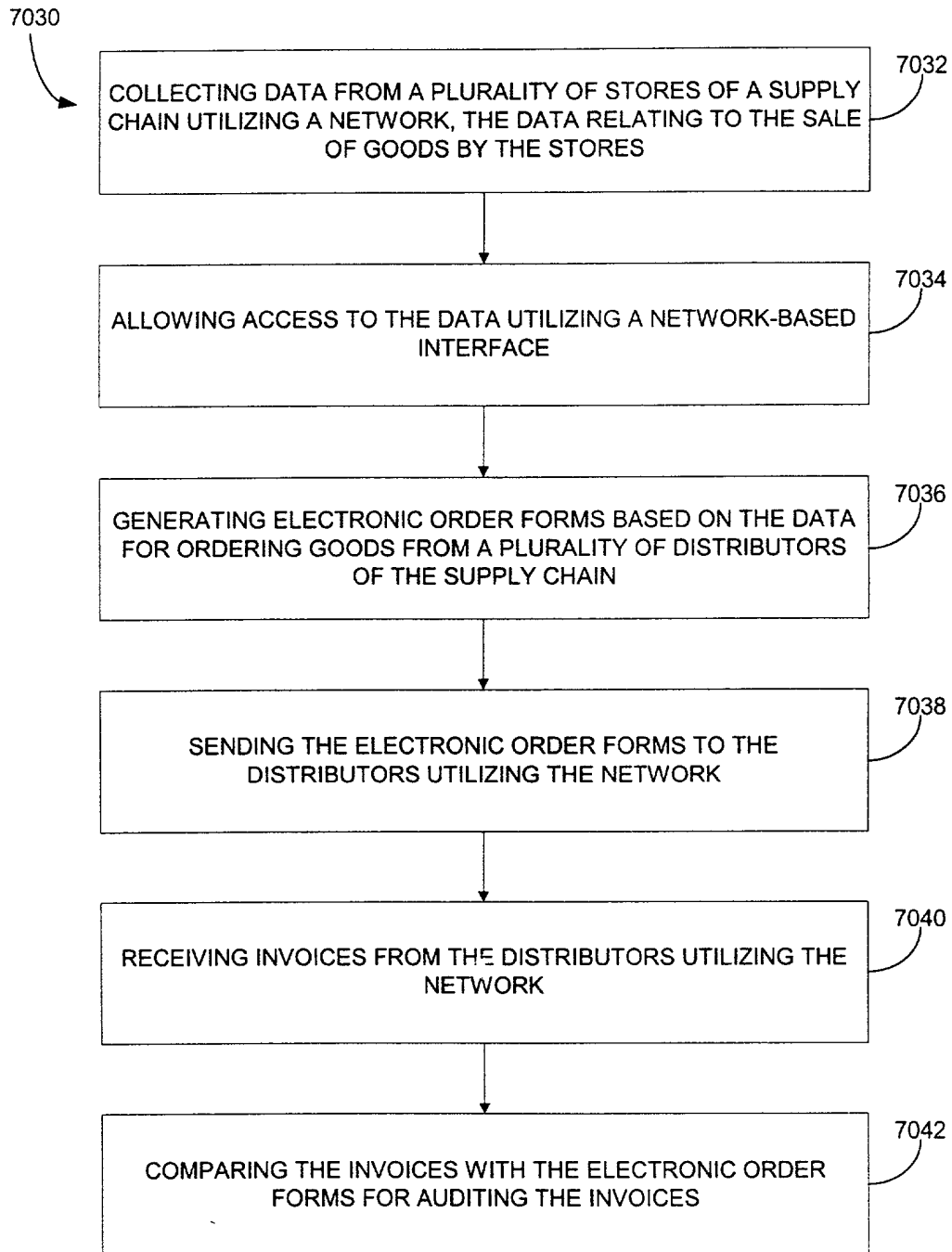
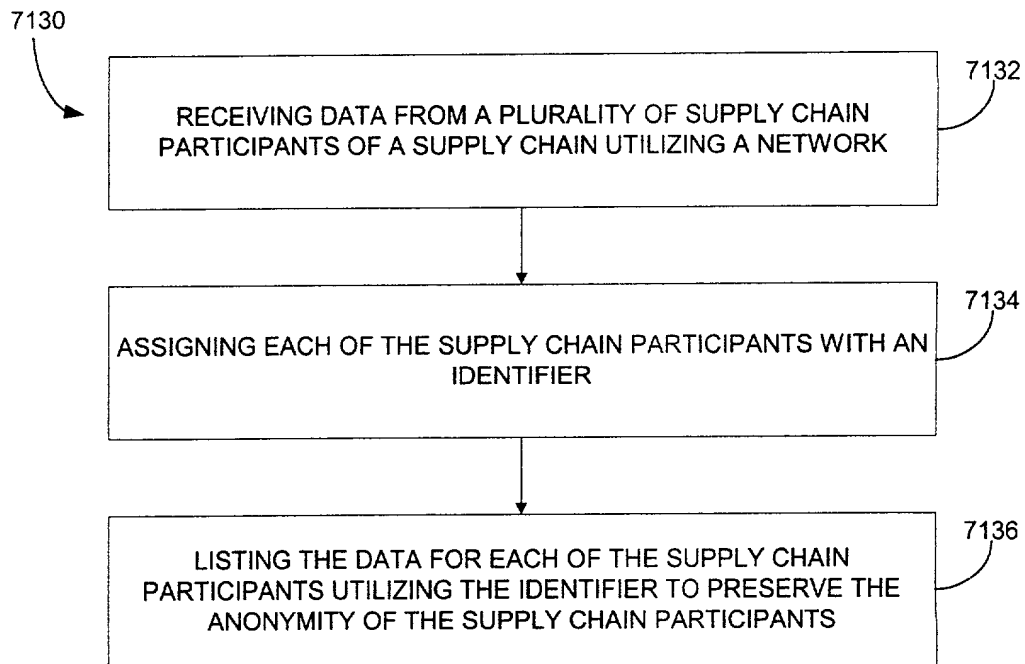


FIG. 69



**FIG. 70**



**FIG. 71**

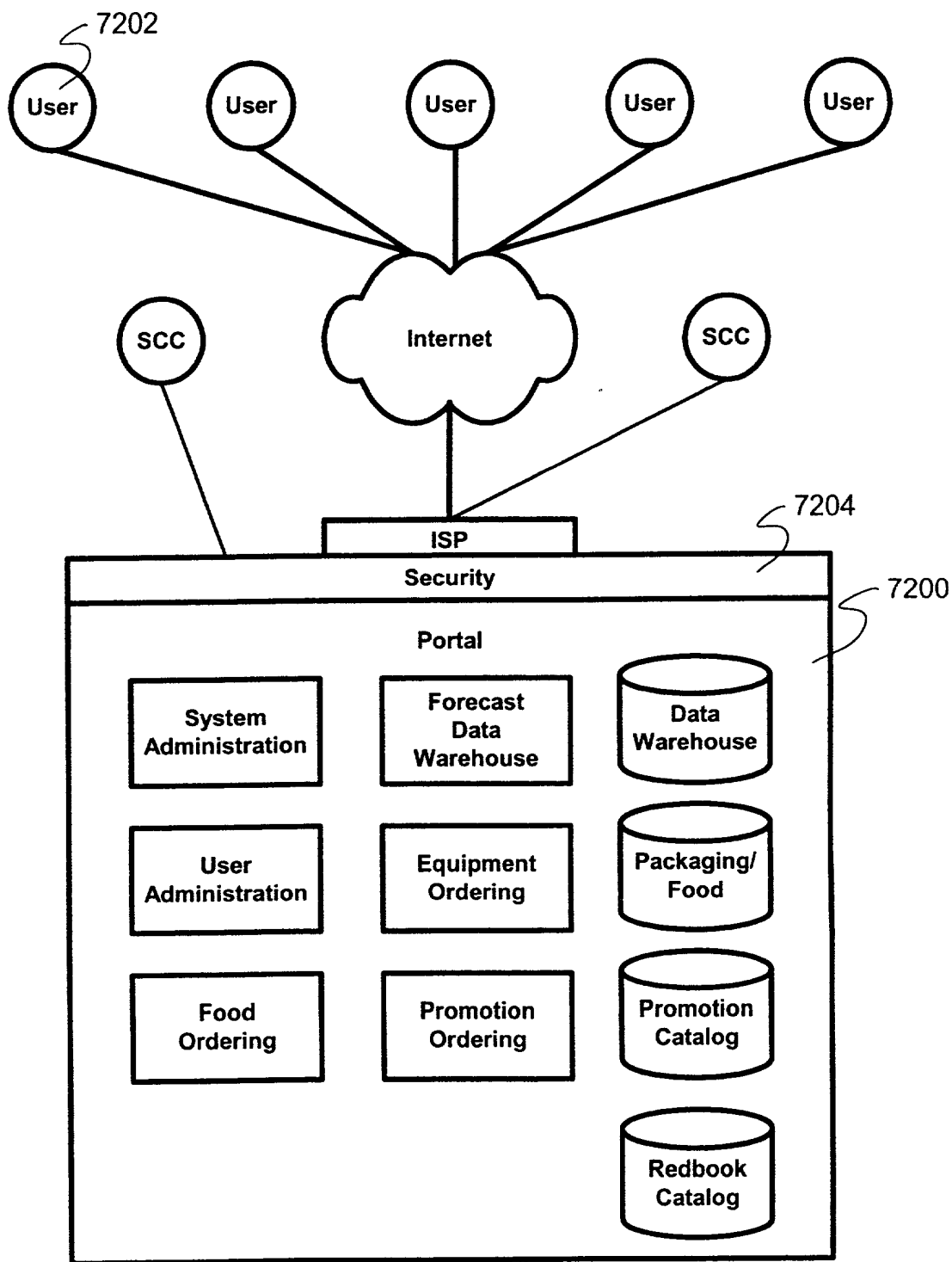


FIG. 72

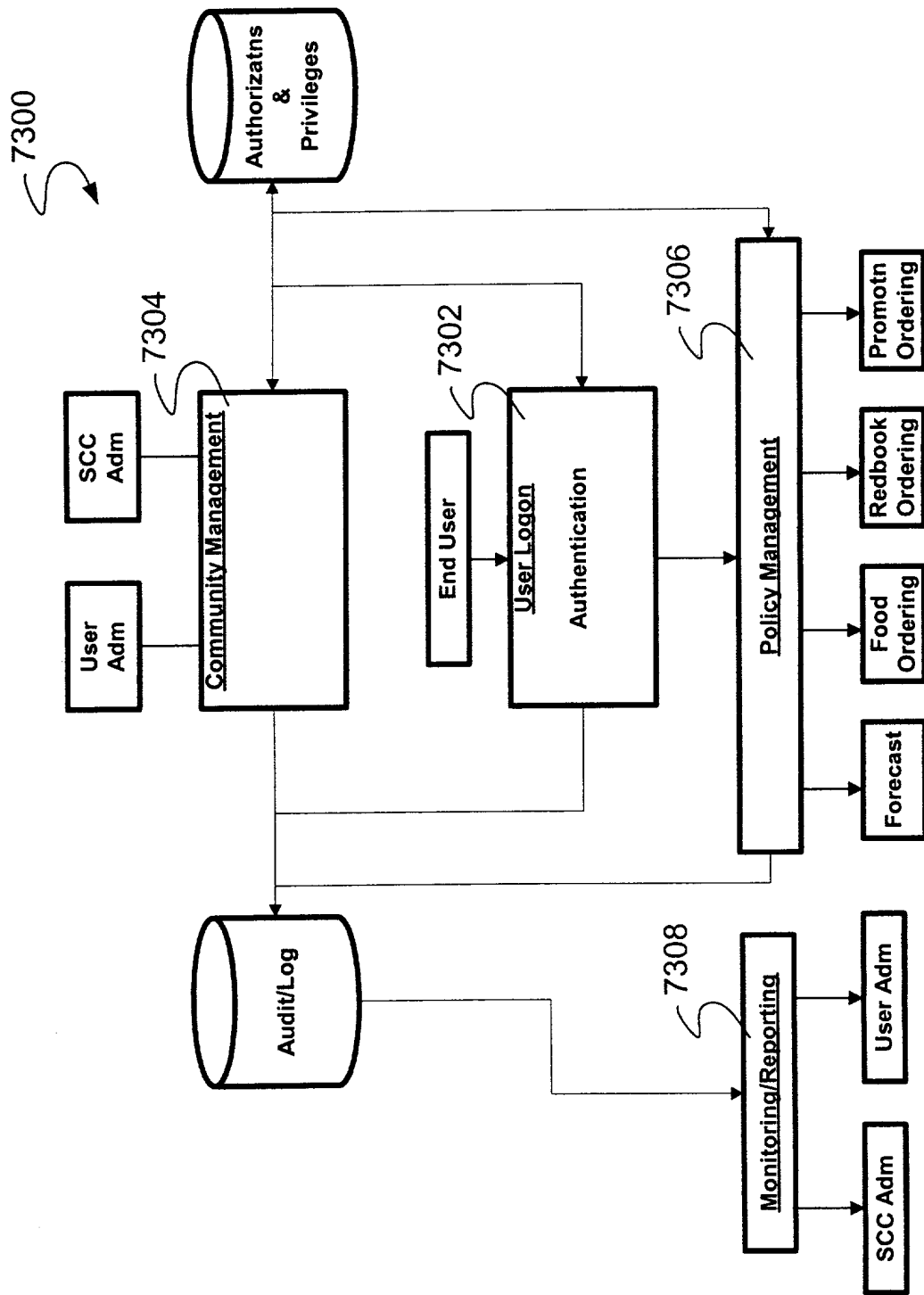


FIG. 73

7402

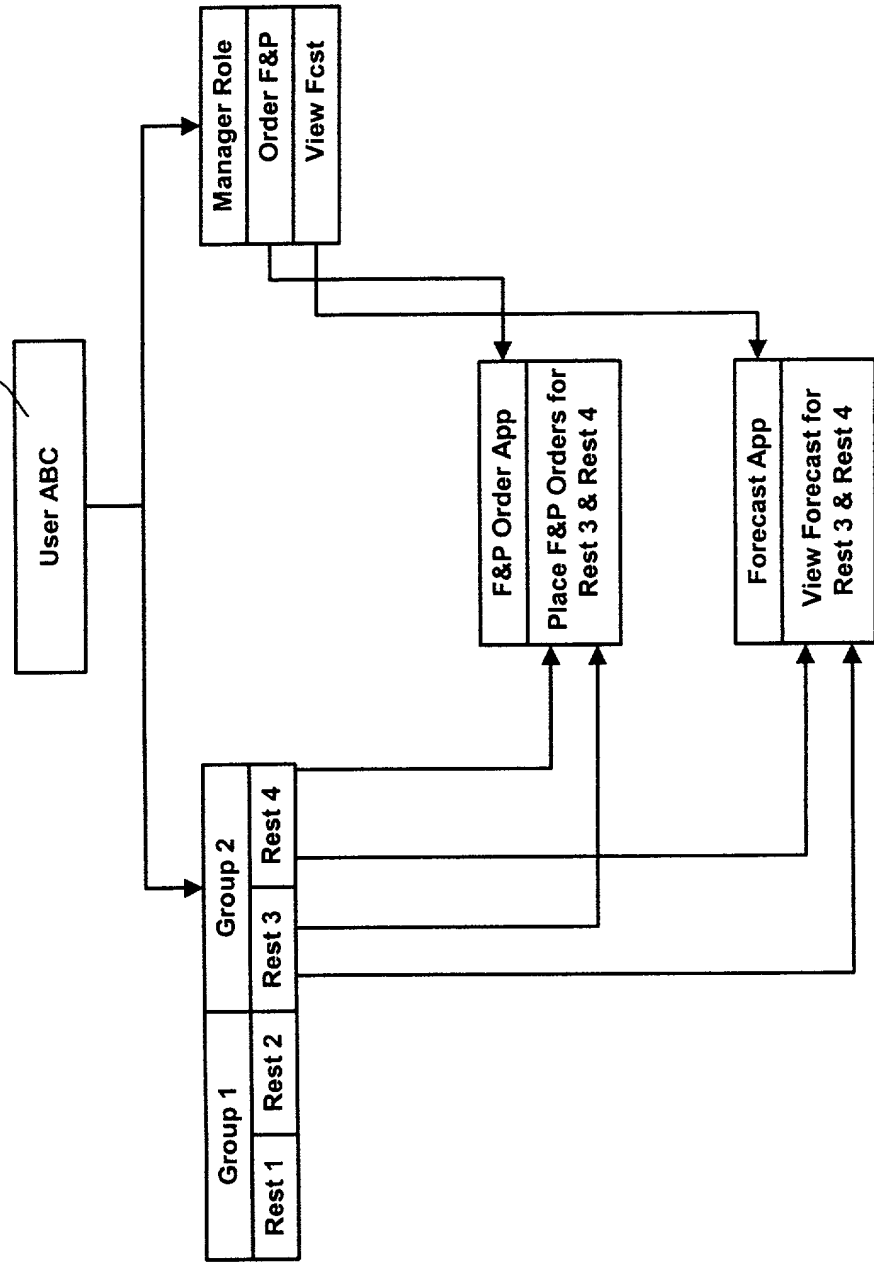


FIG. 74

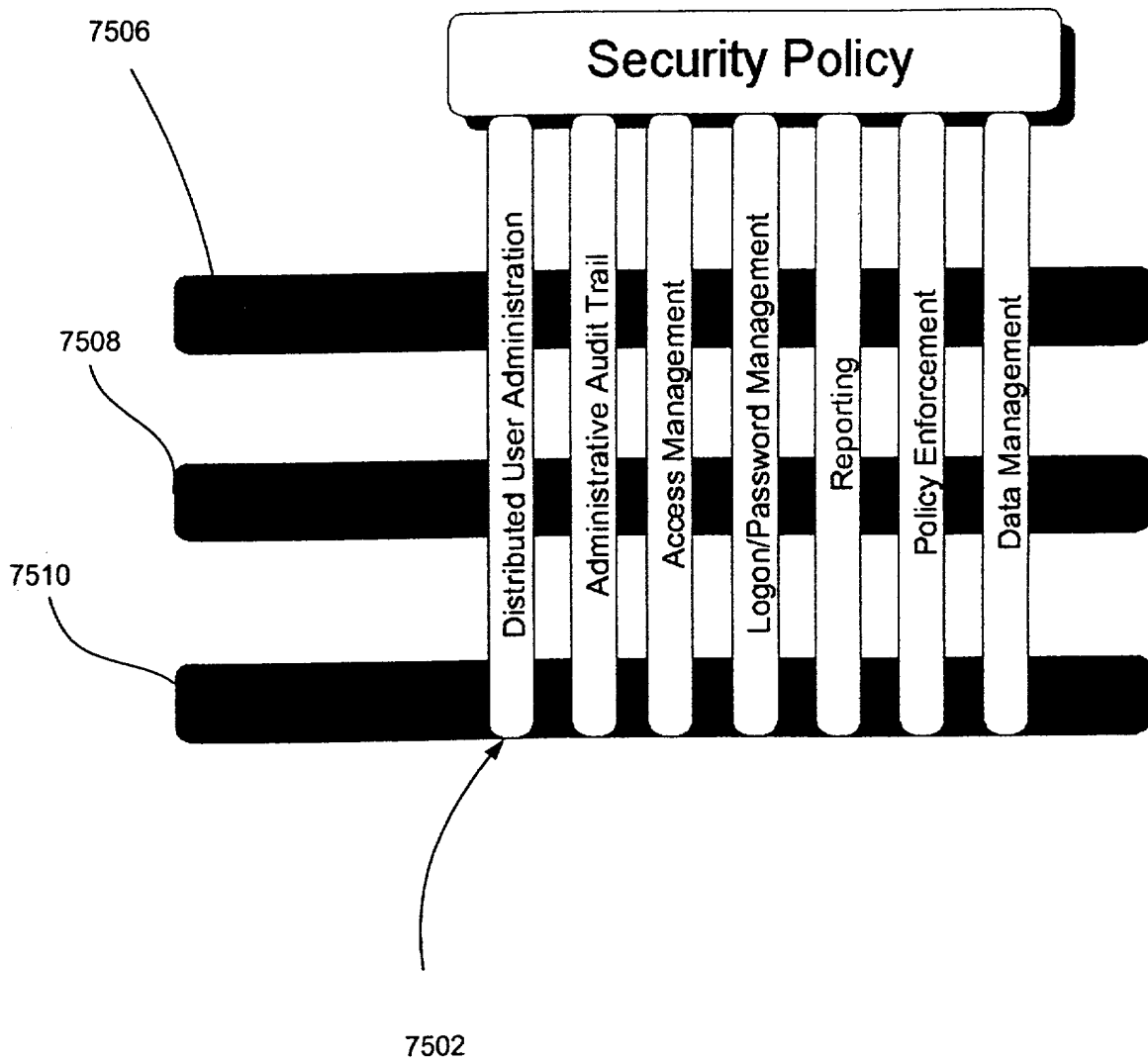
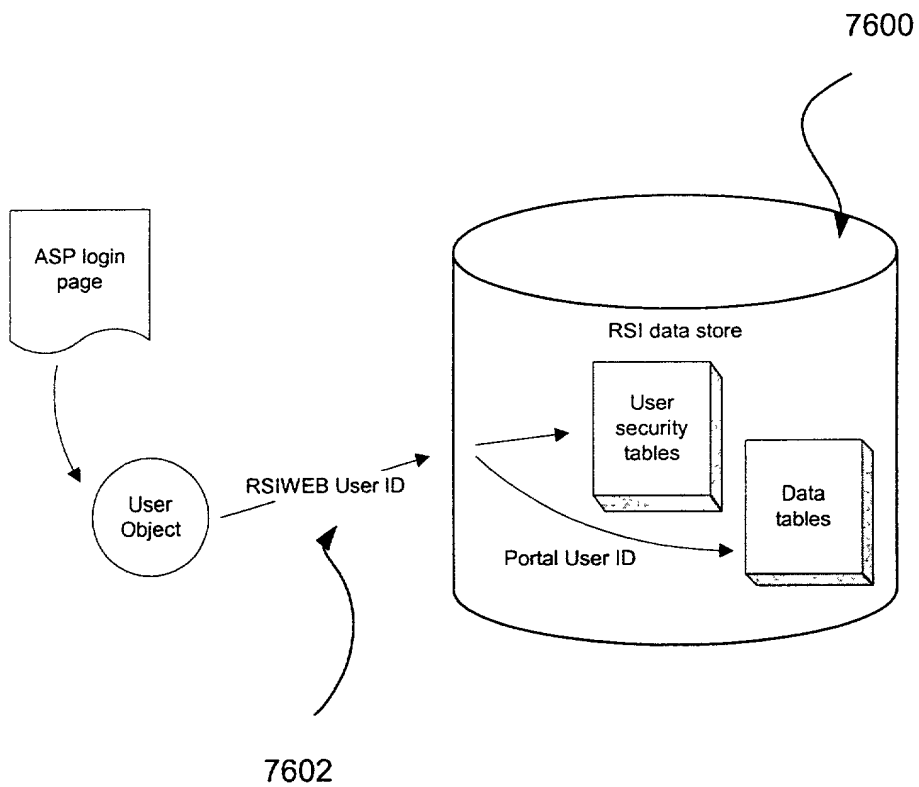


Fig. 75



**Fig. 76**



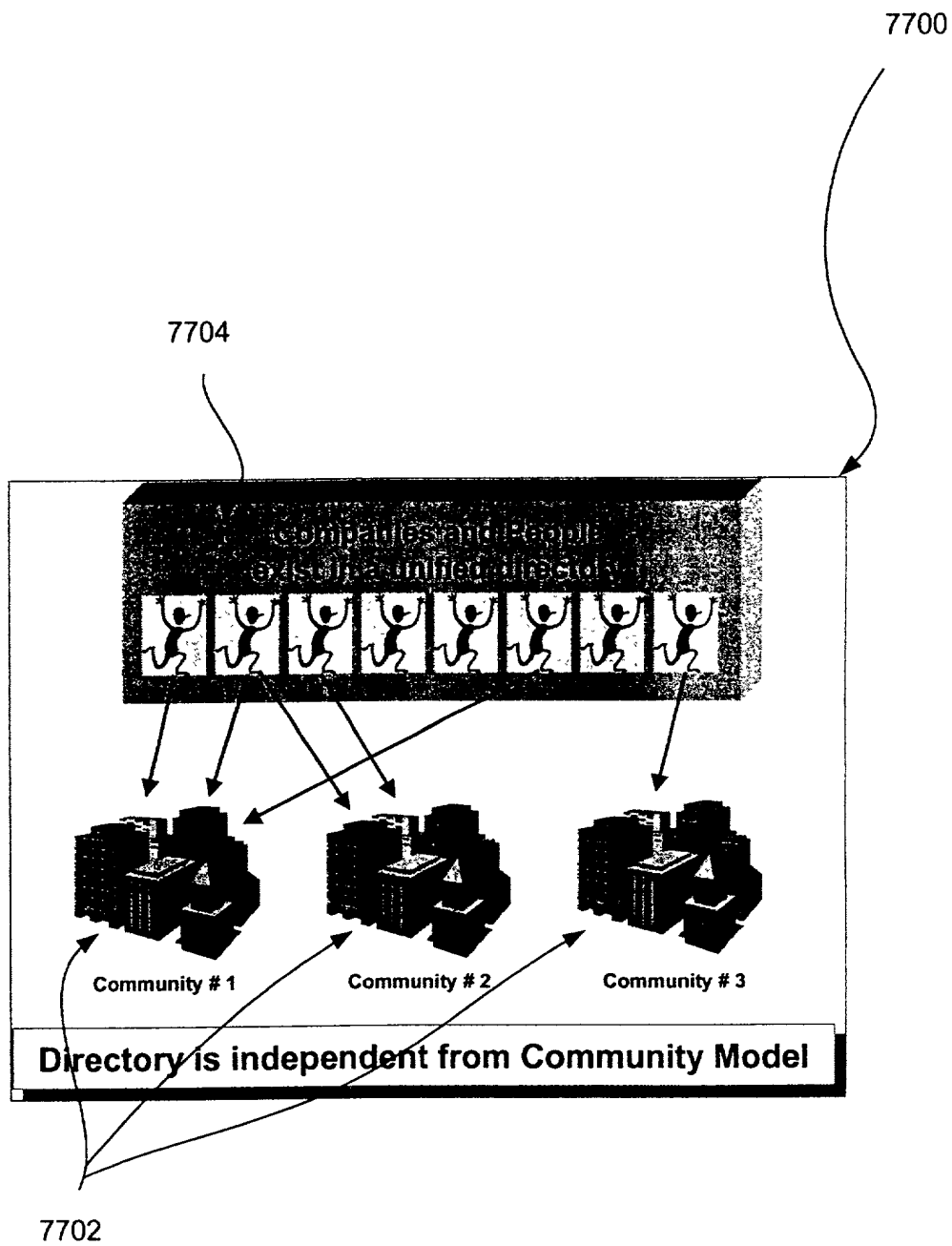
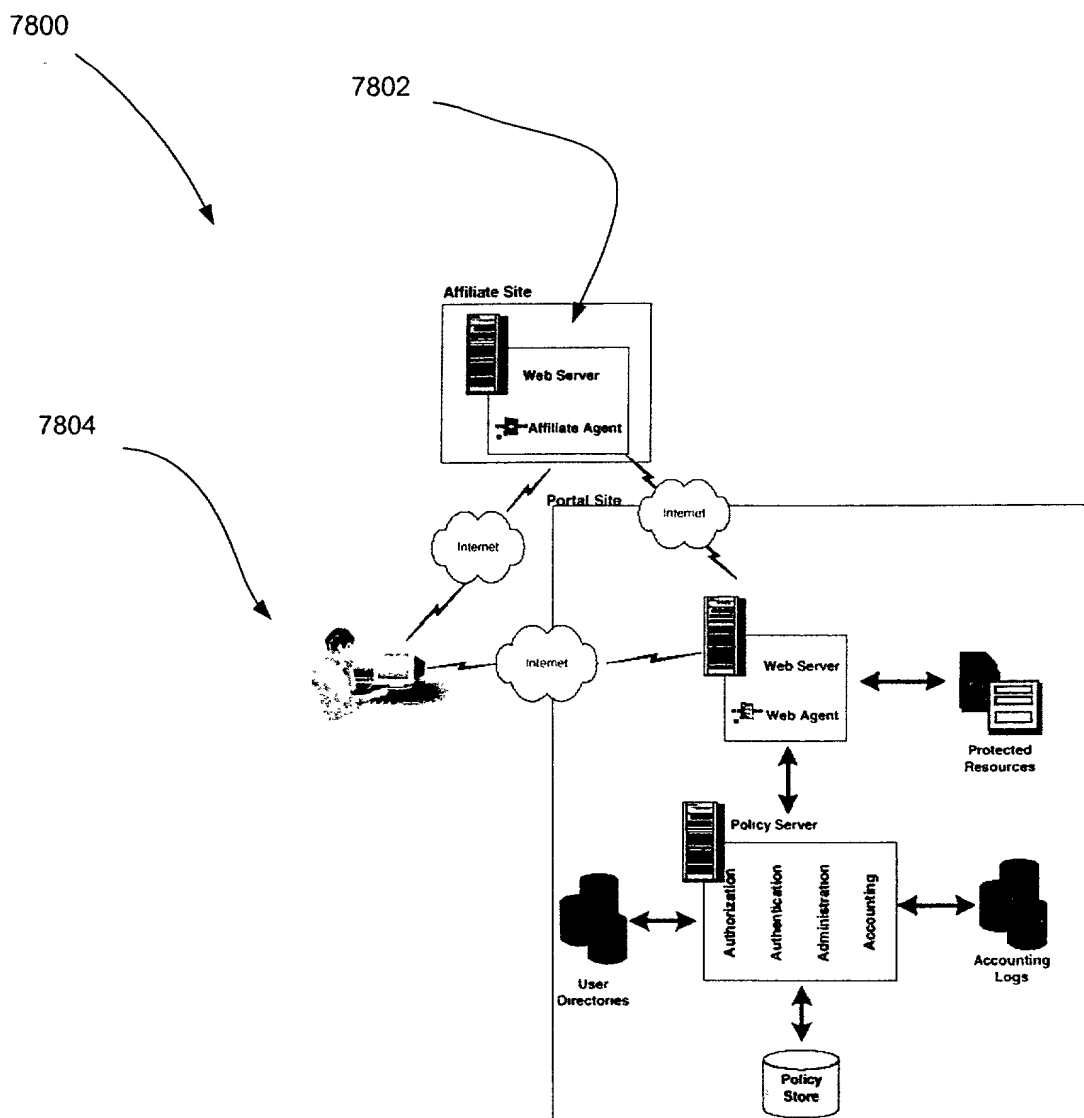
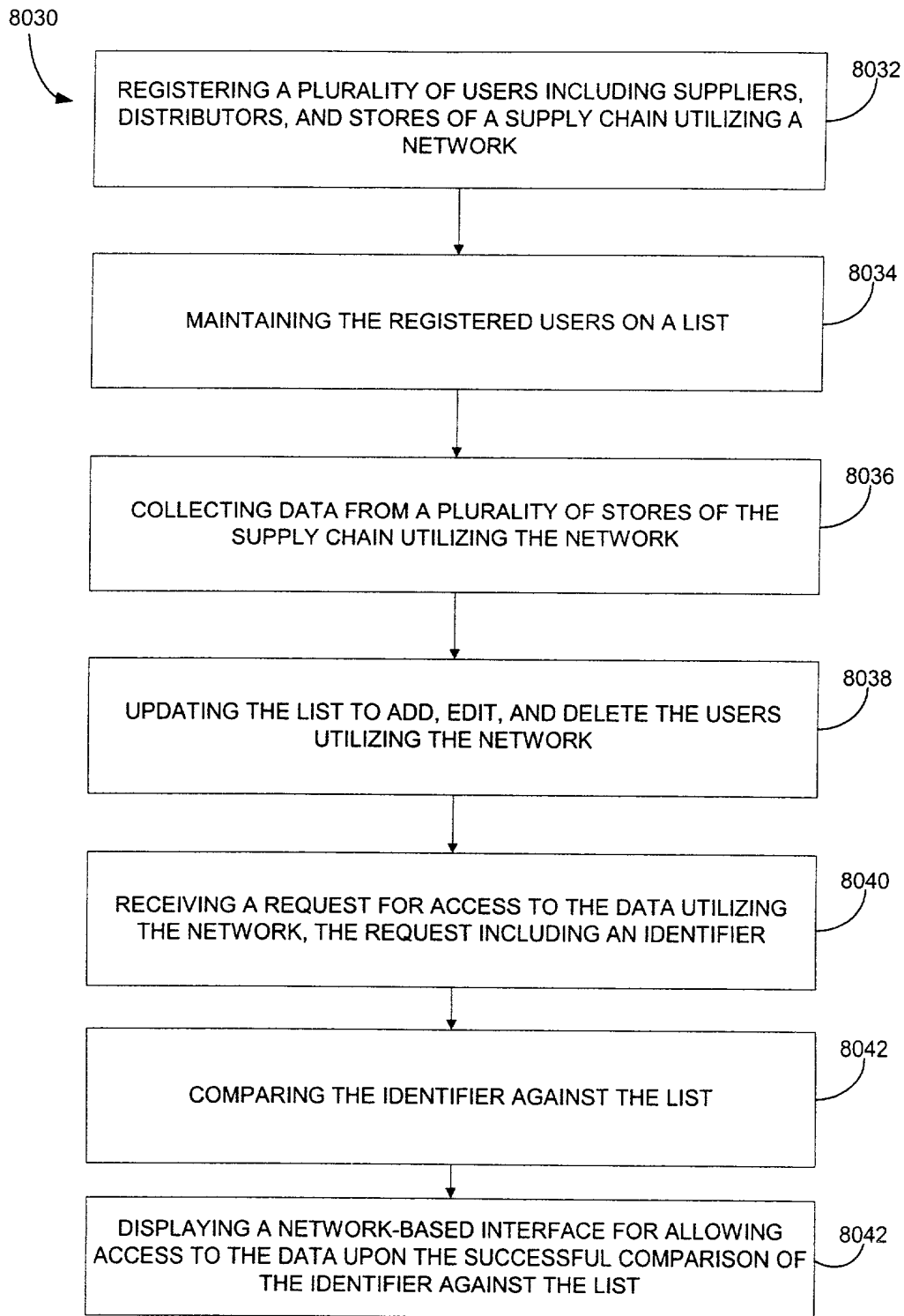


Fig. 77

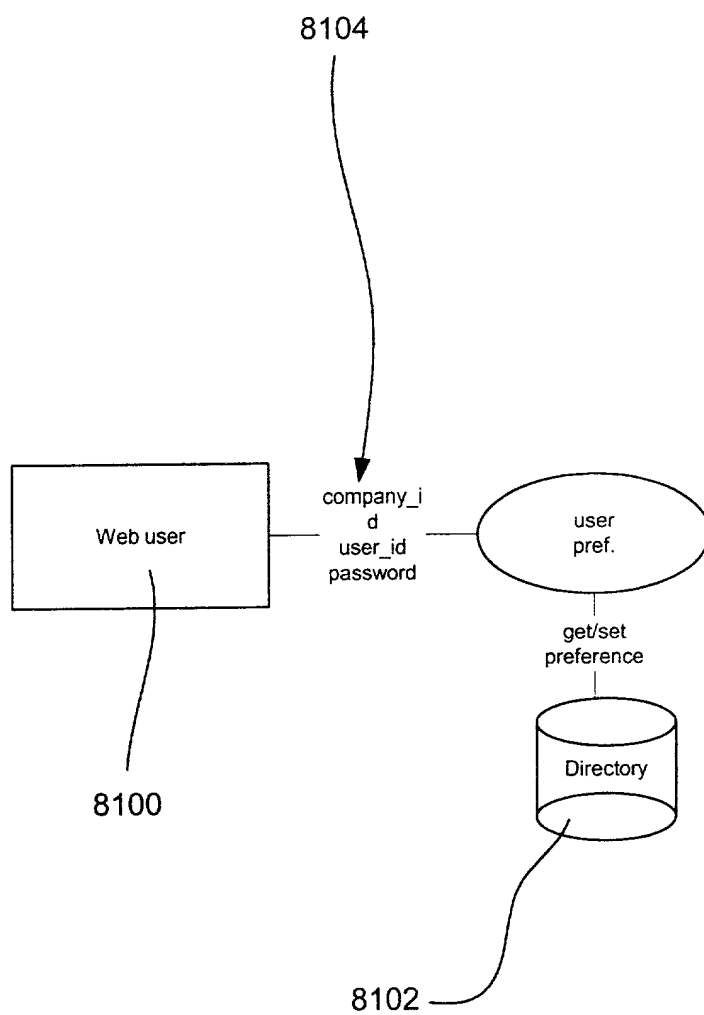


**Fig. 78**





**FIG. 80**



**Fig. 81**

8200

8202

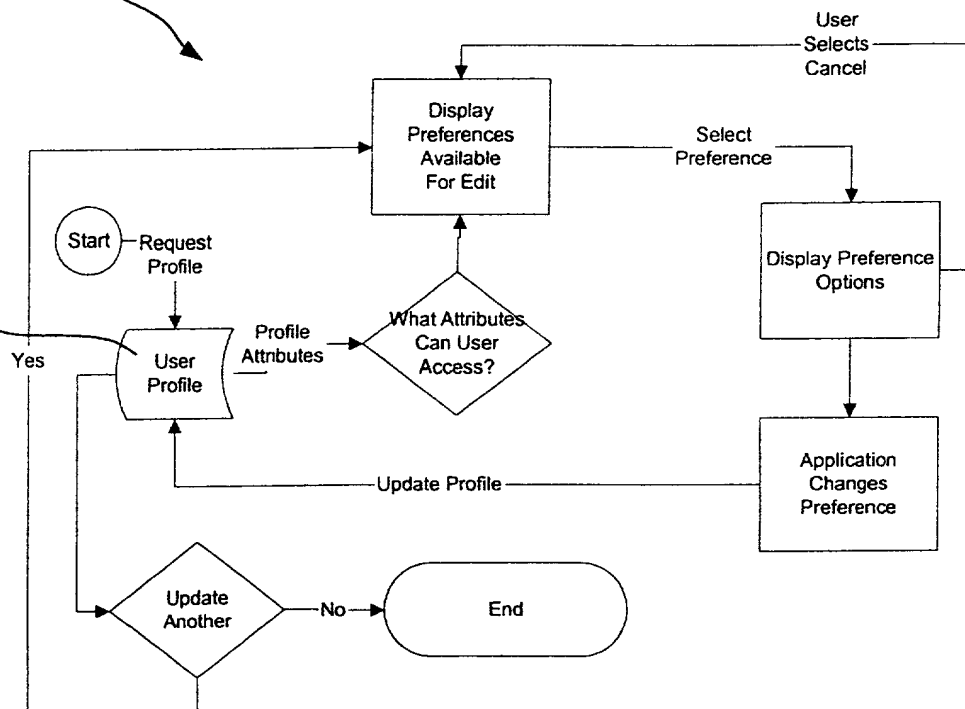
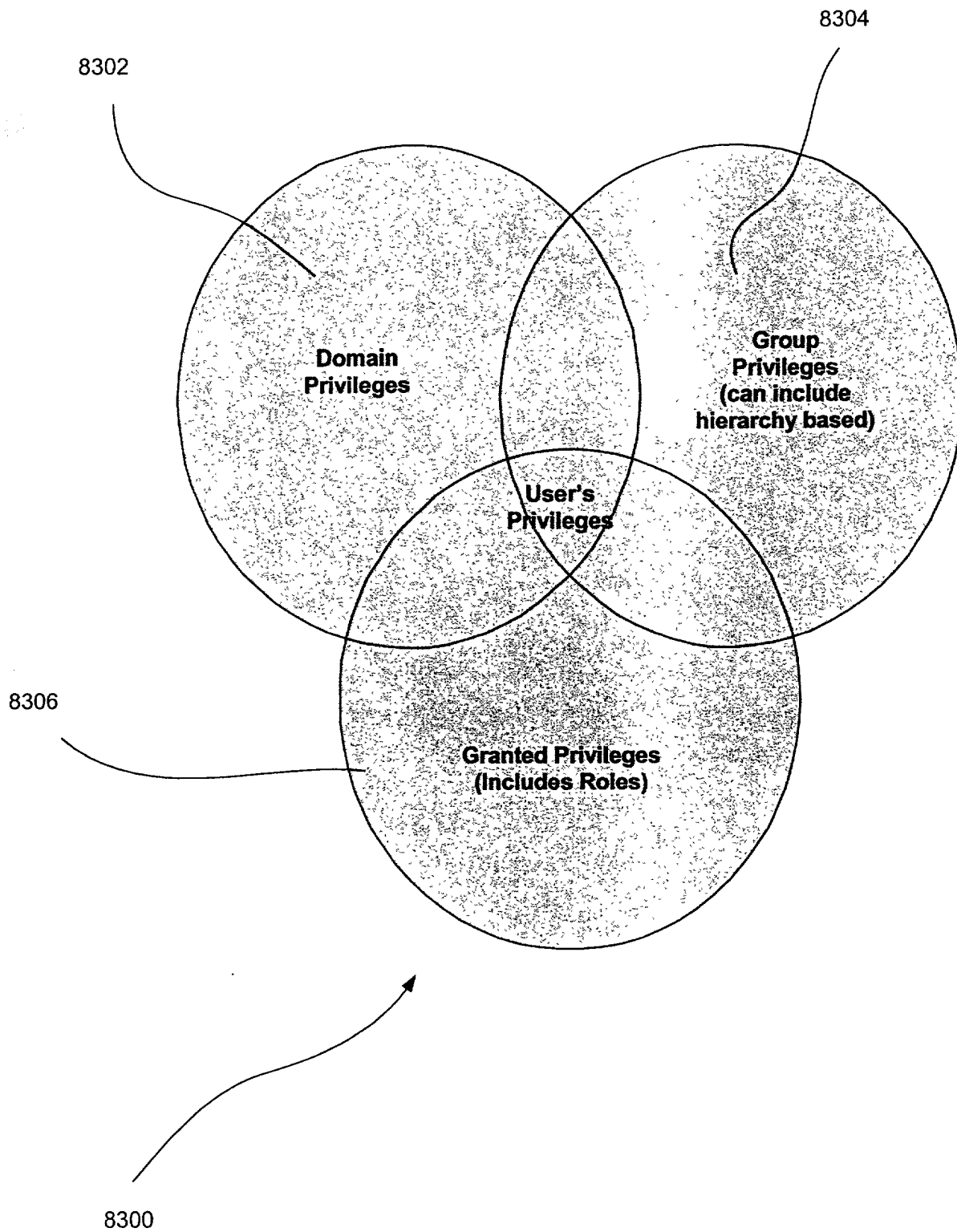
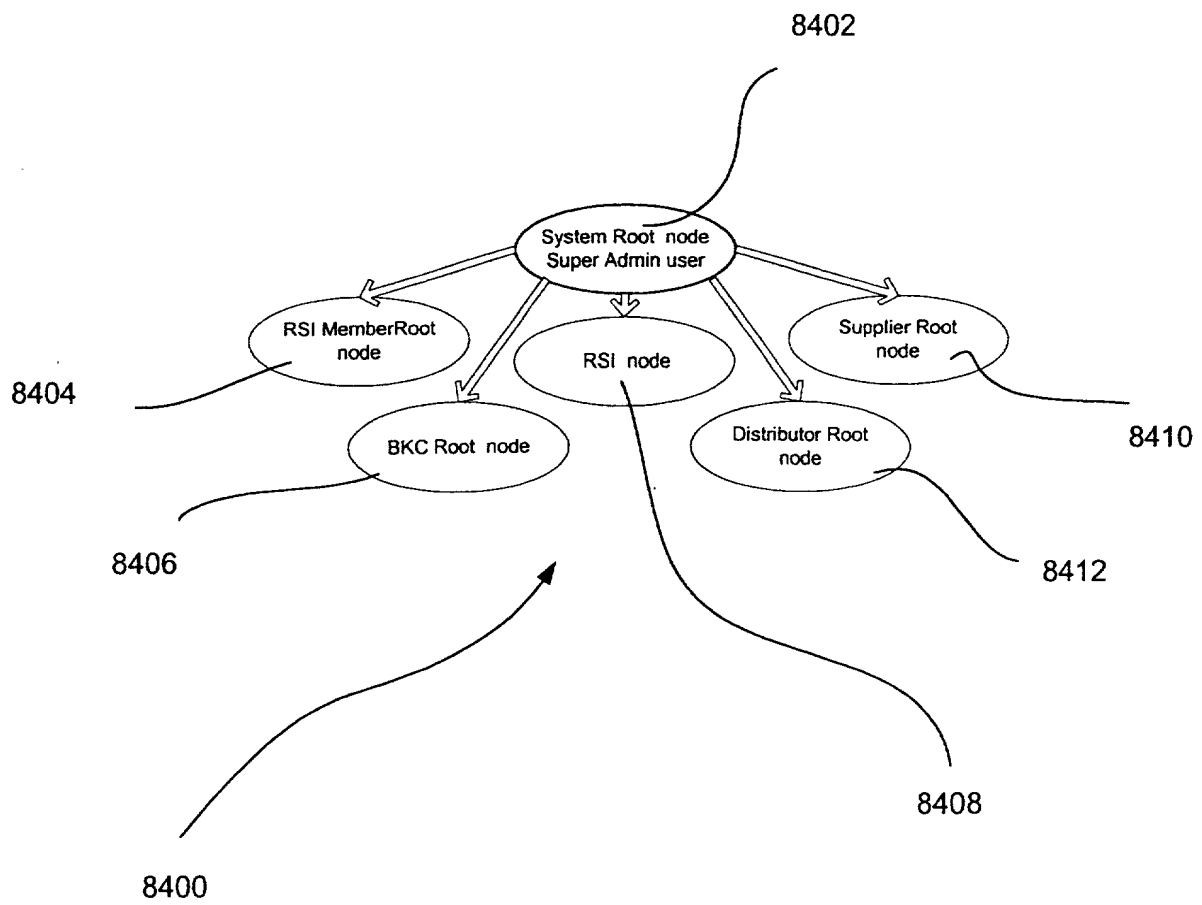


Fig. 82

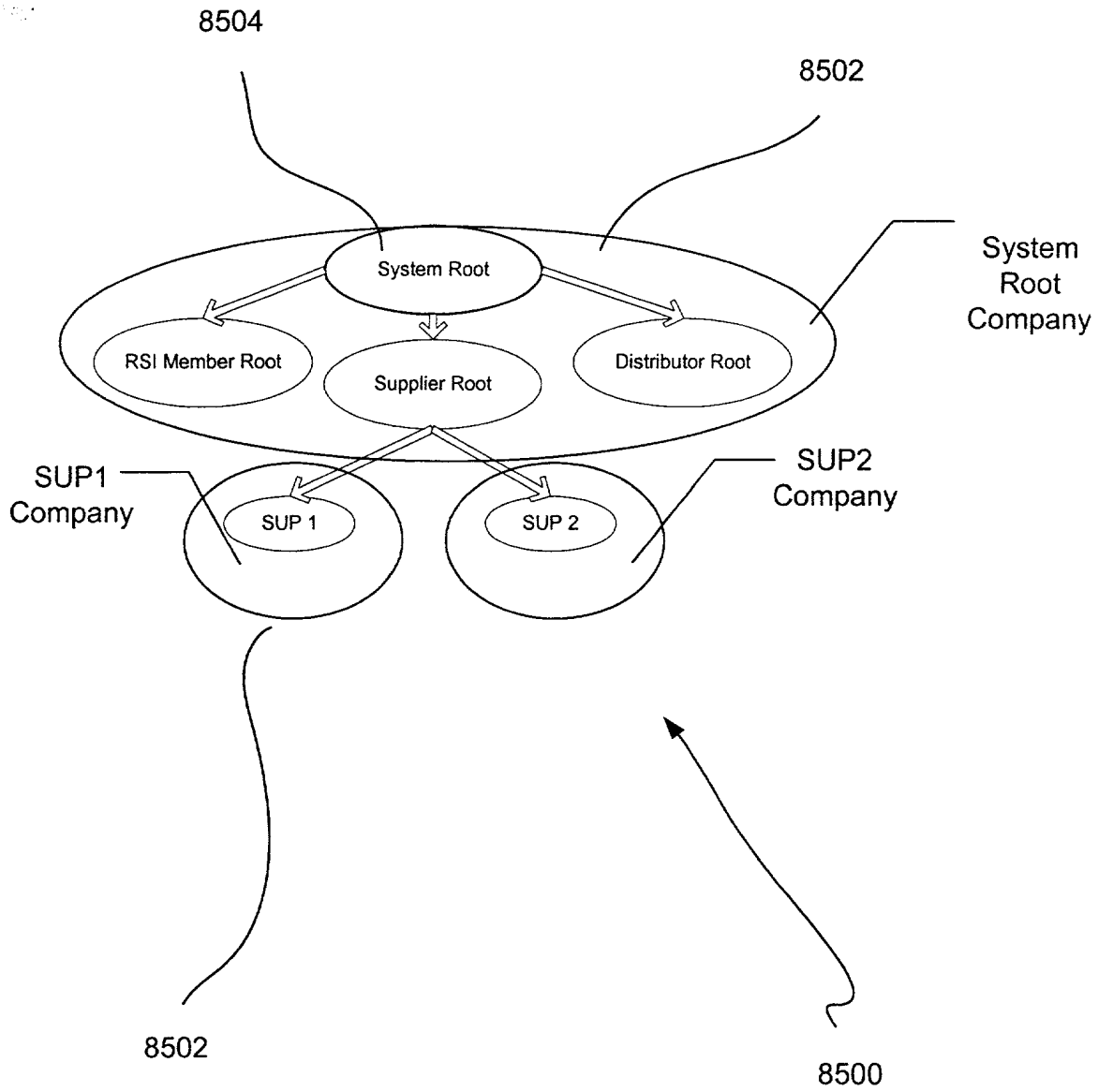


**Fig. 83**



**Fig. 84**

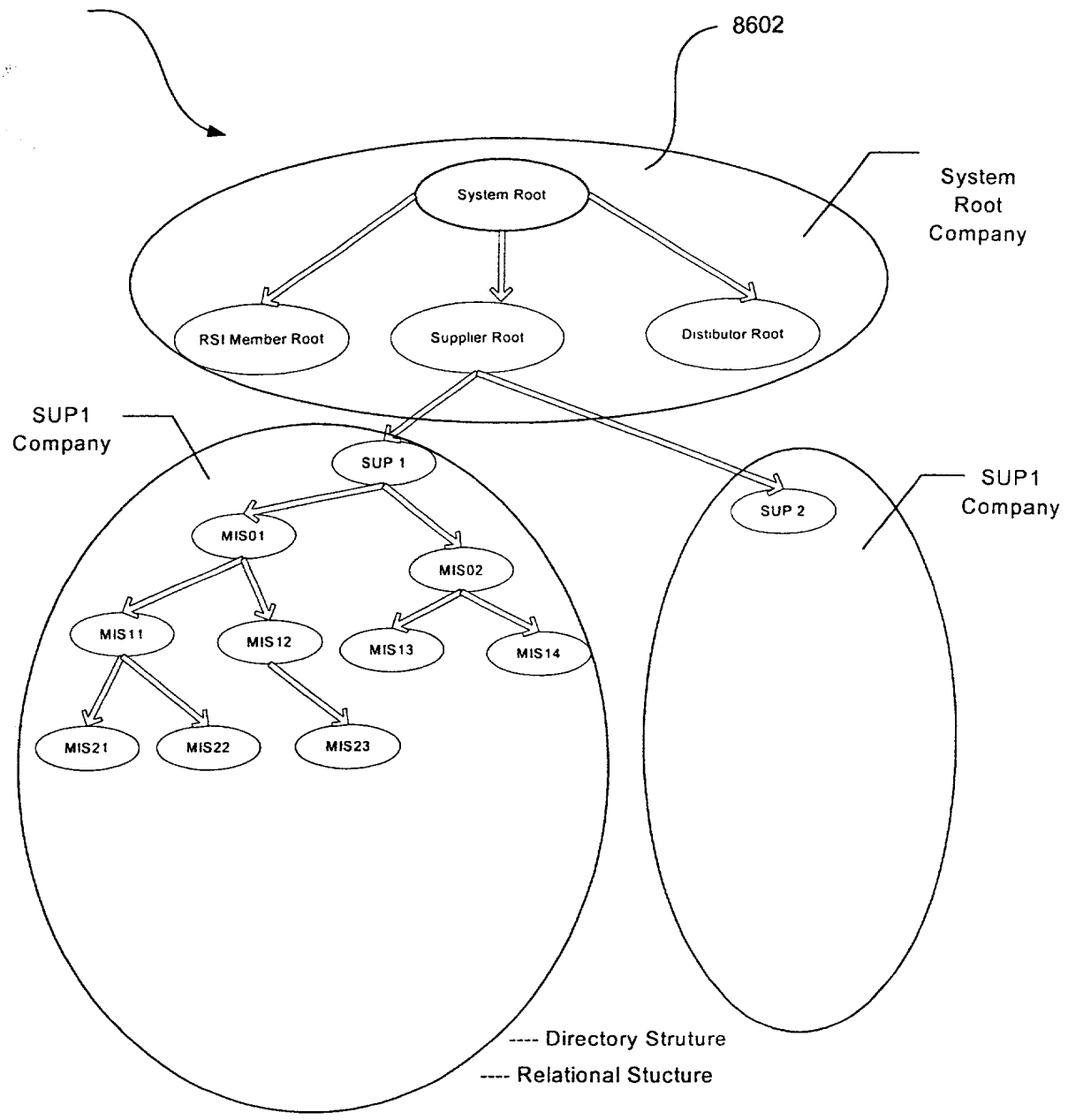




**Fig. 85**

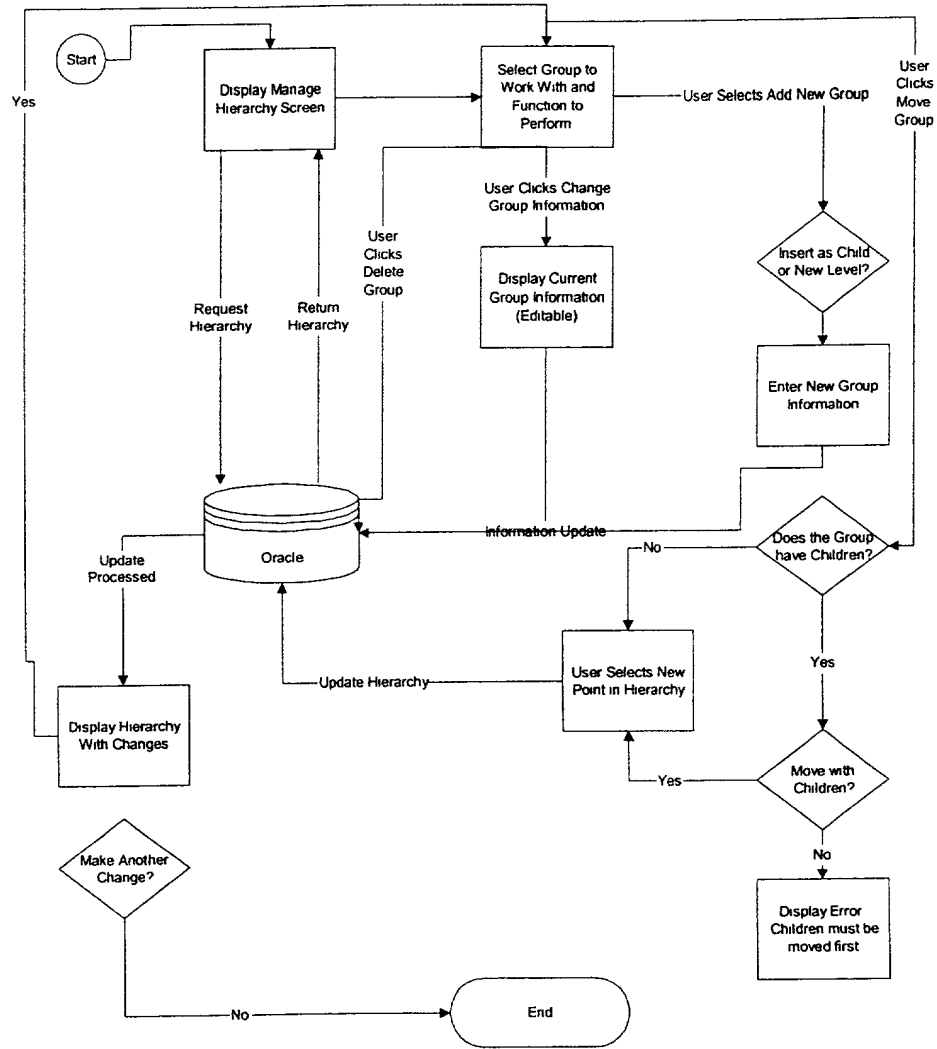
8600

8602



**Fig. 86**

8700

**Group Hierarchy Management: Data Flow****Fig. 87**

8800

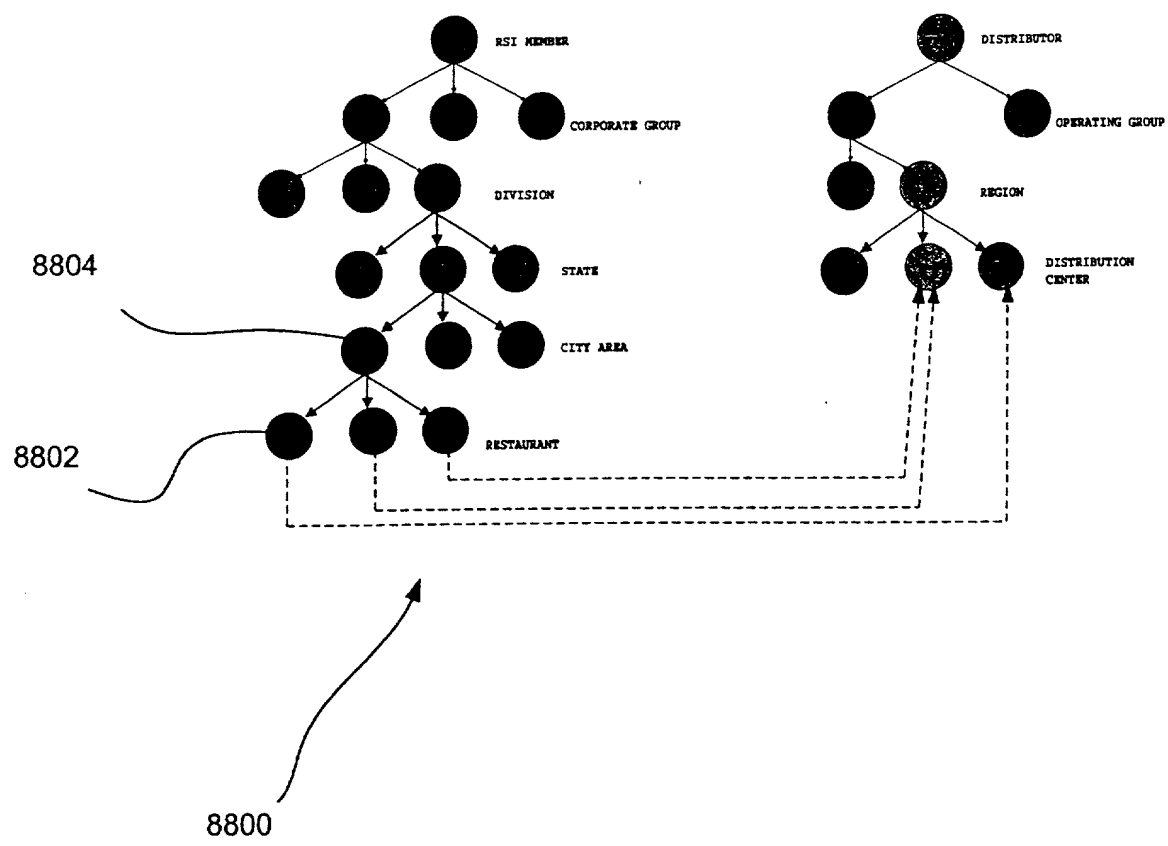


Fig. 88

8902

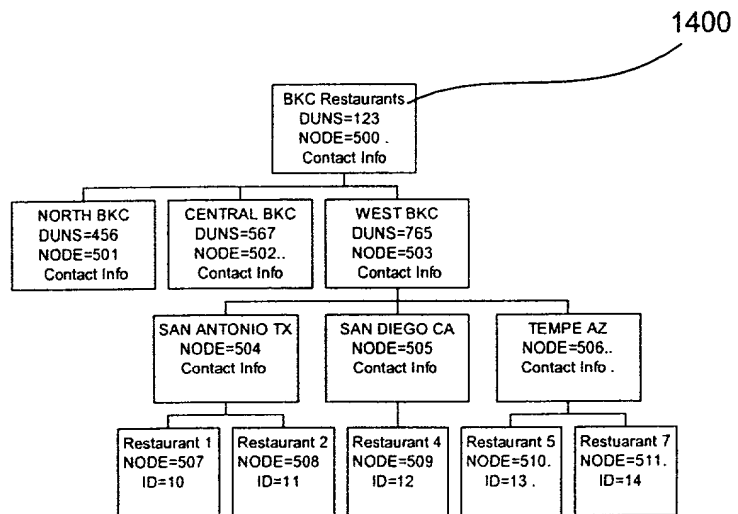
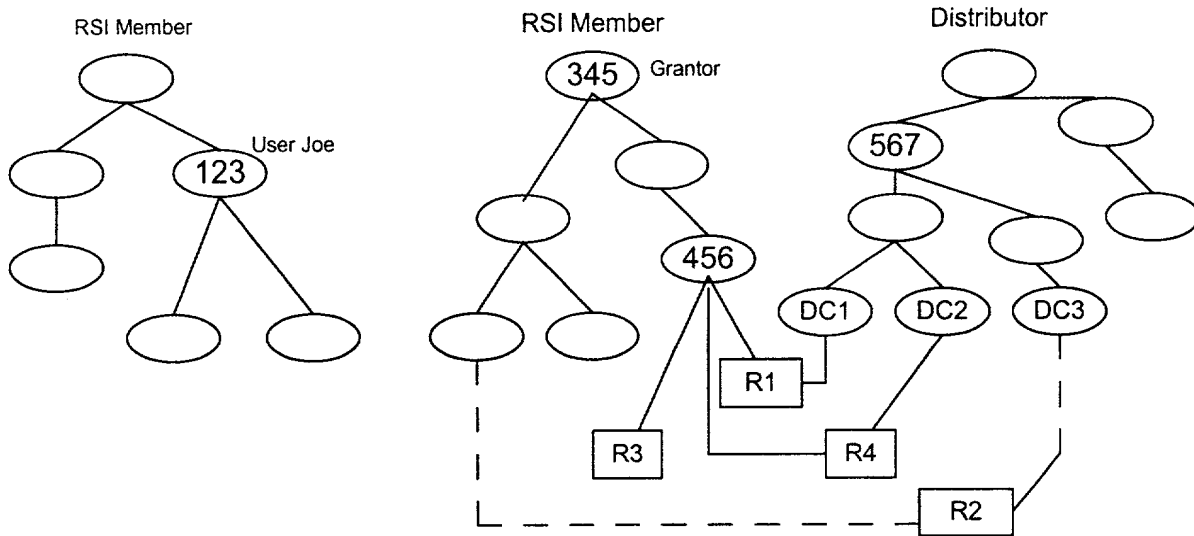


Fig. 89

9000



**FIG. 90**

9100

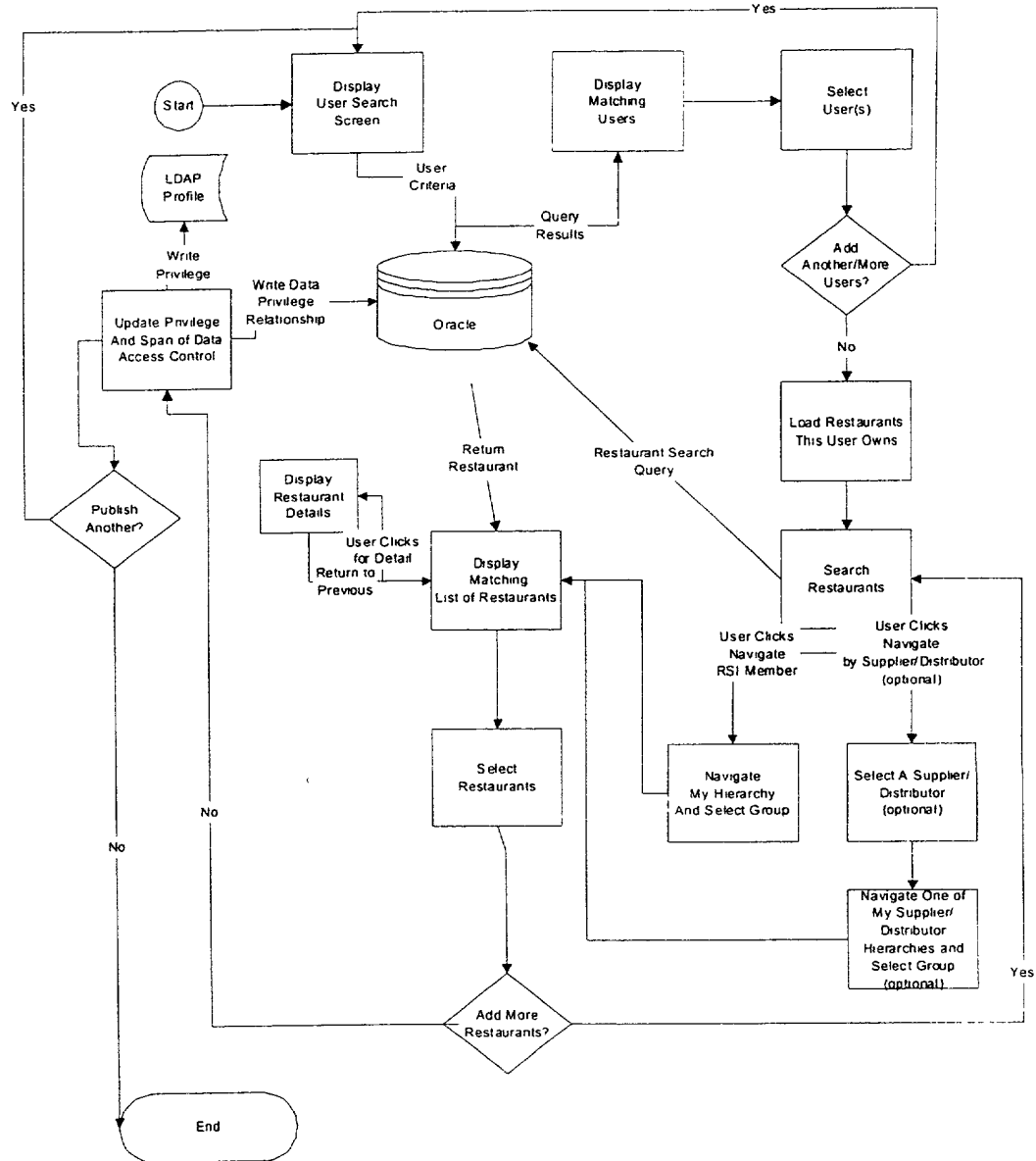
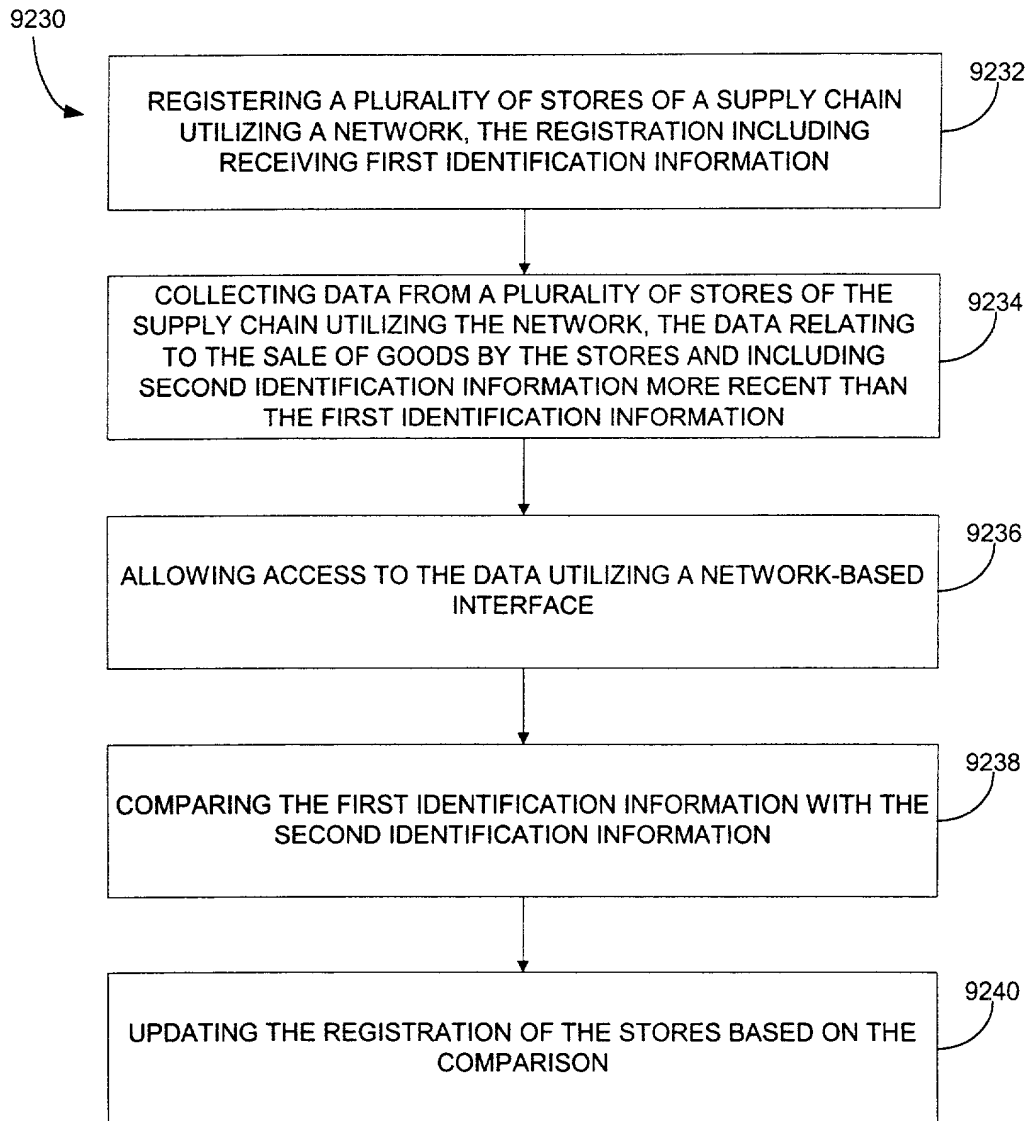
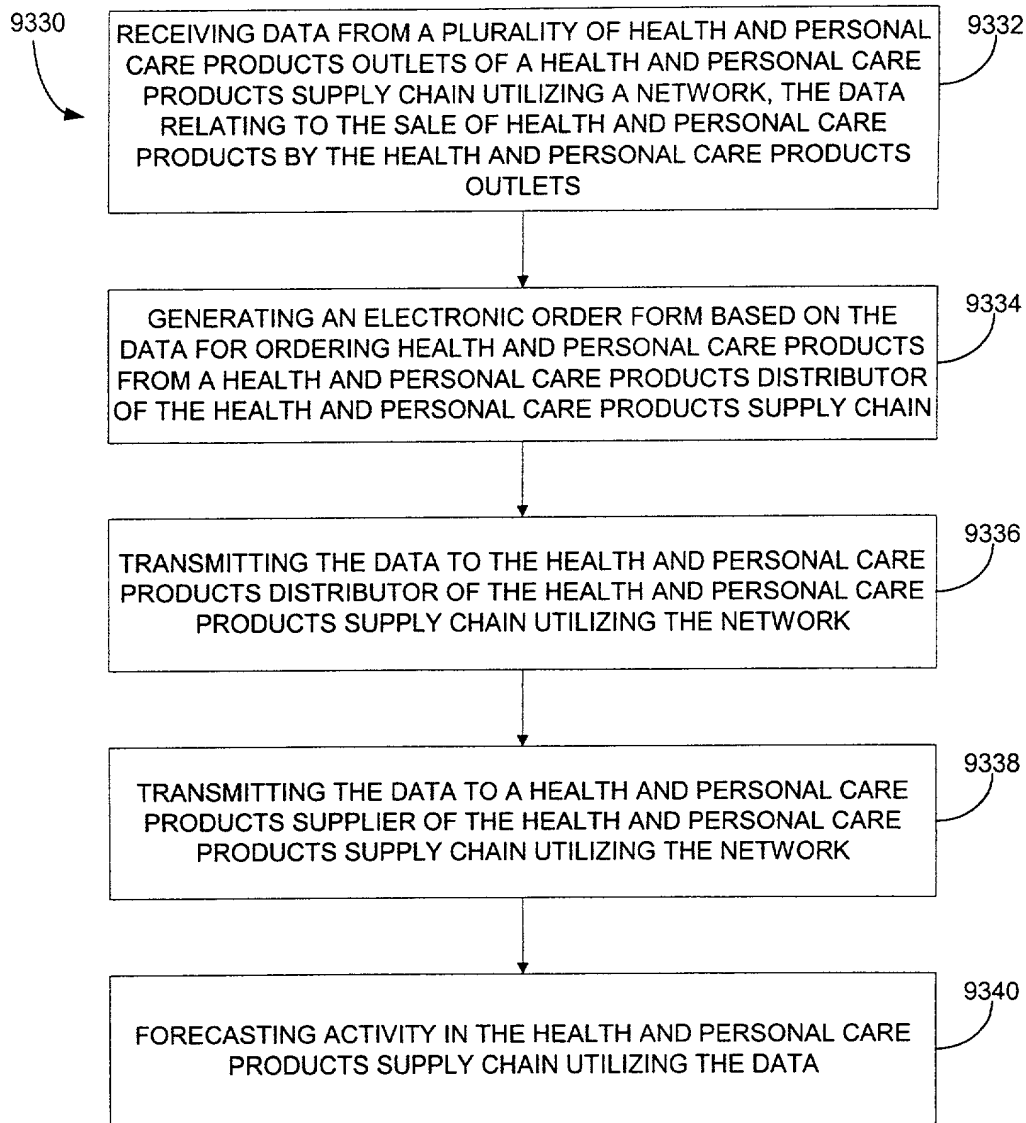


Fig. 91

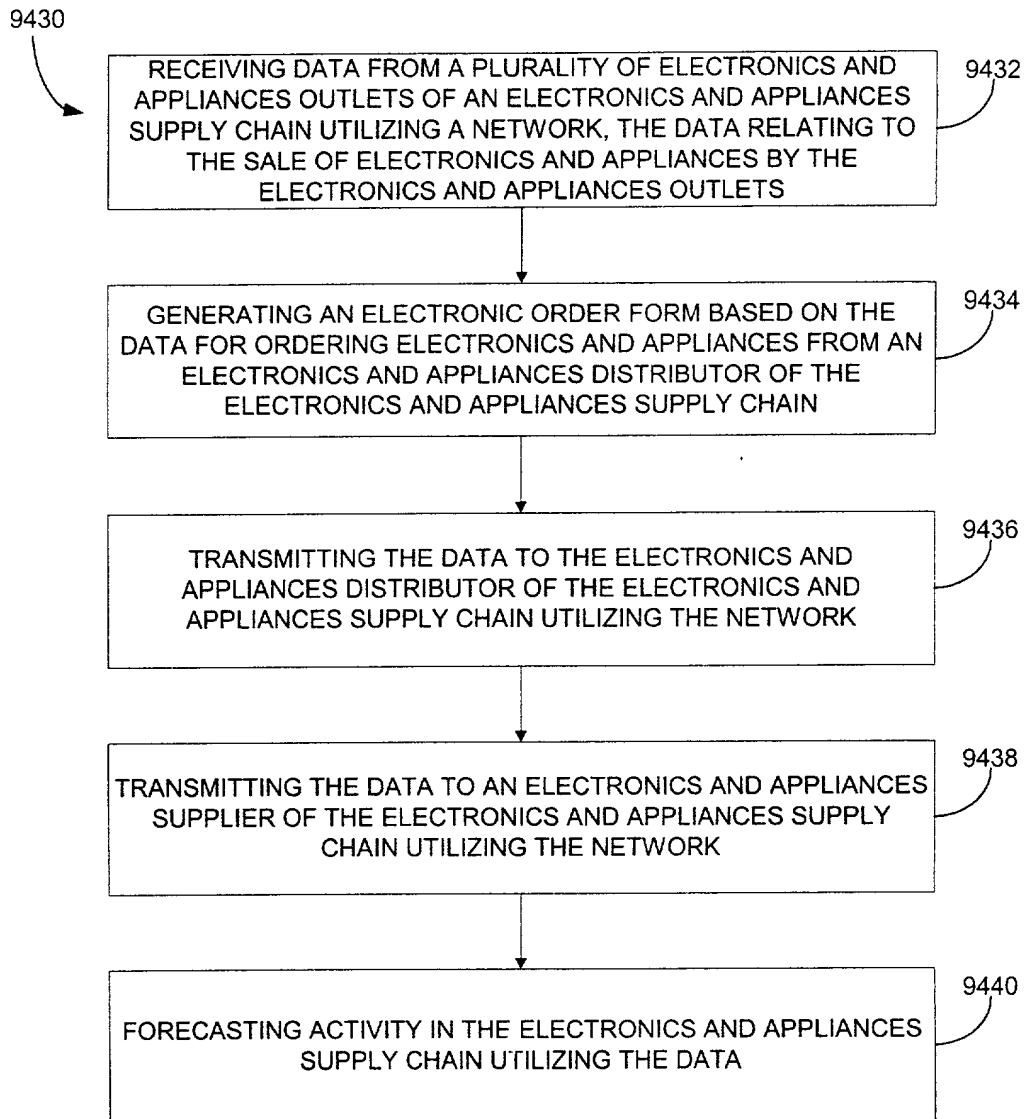


**FIG. 92**

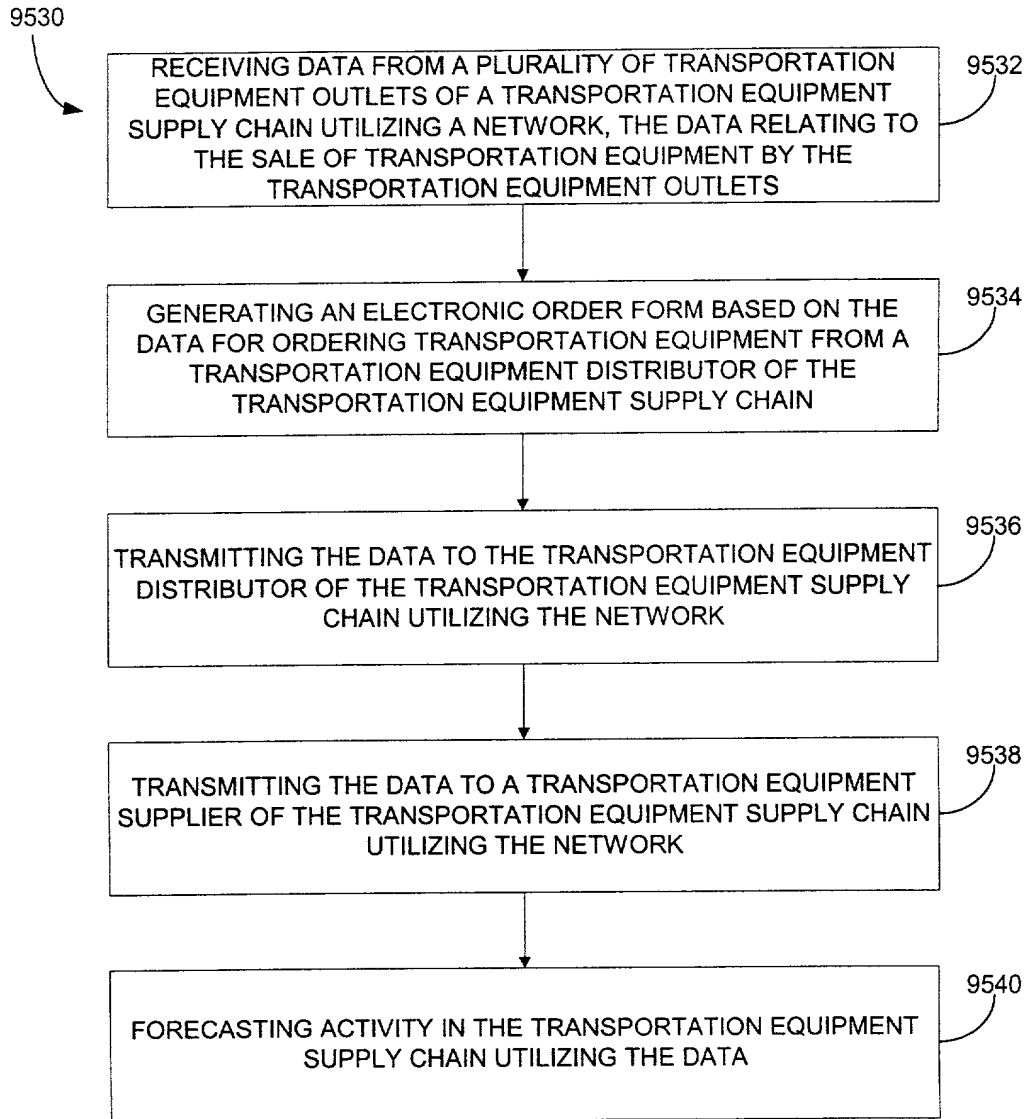




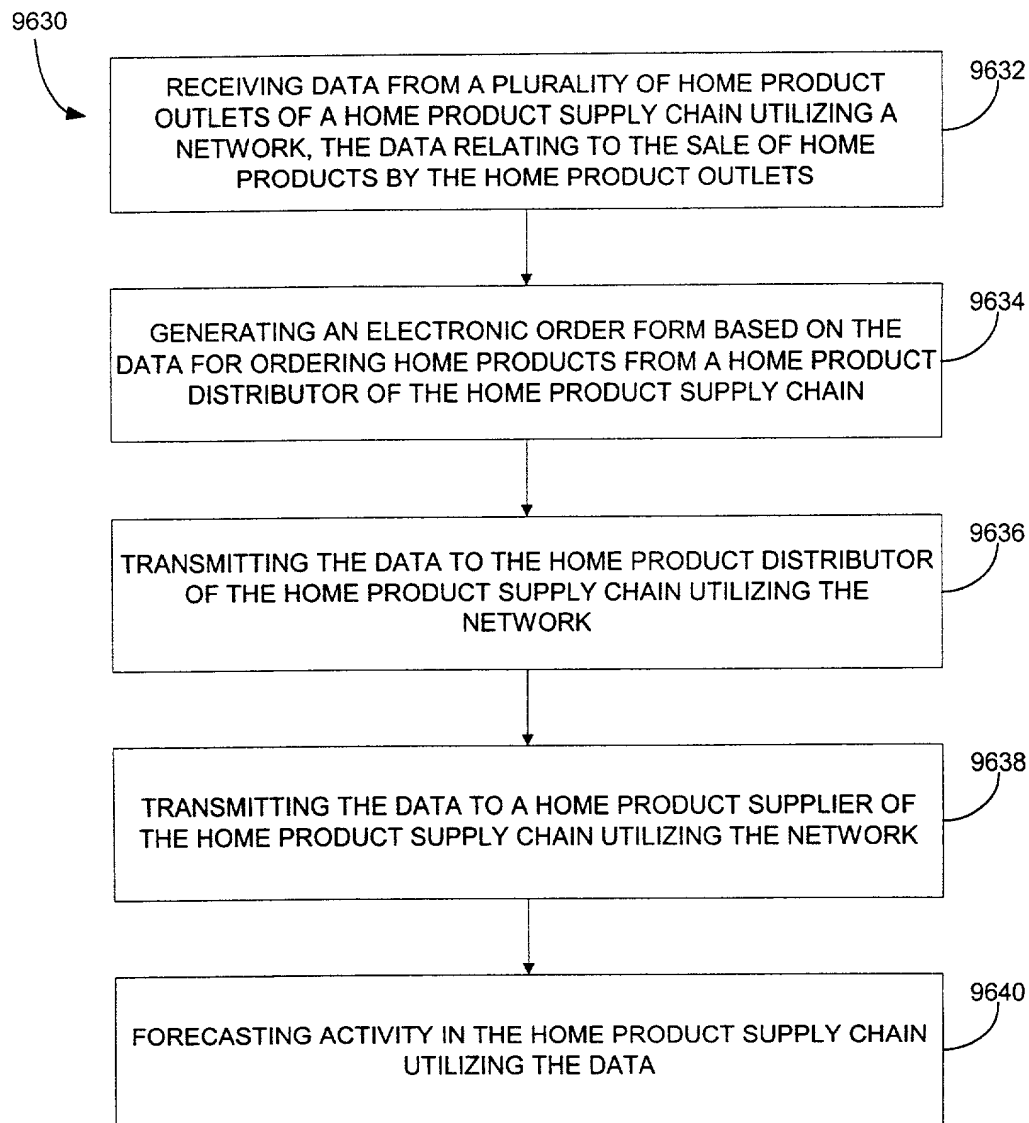
**FIG. 93**



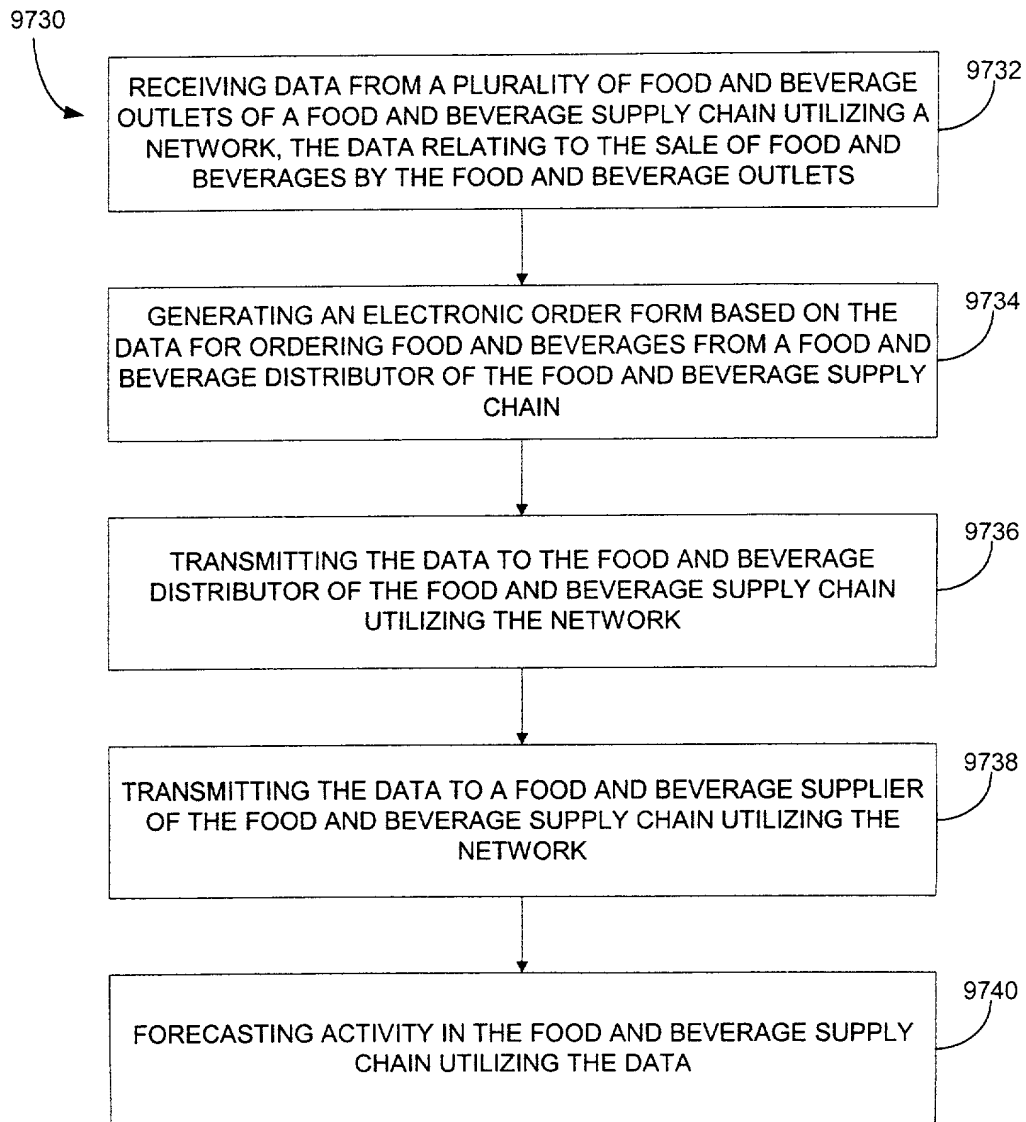
**FIG. 94**



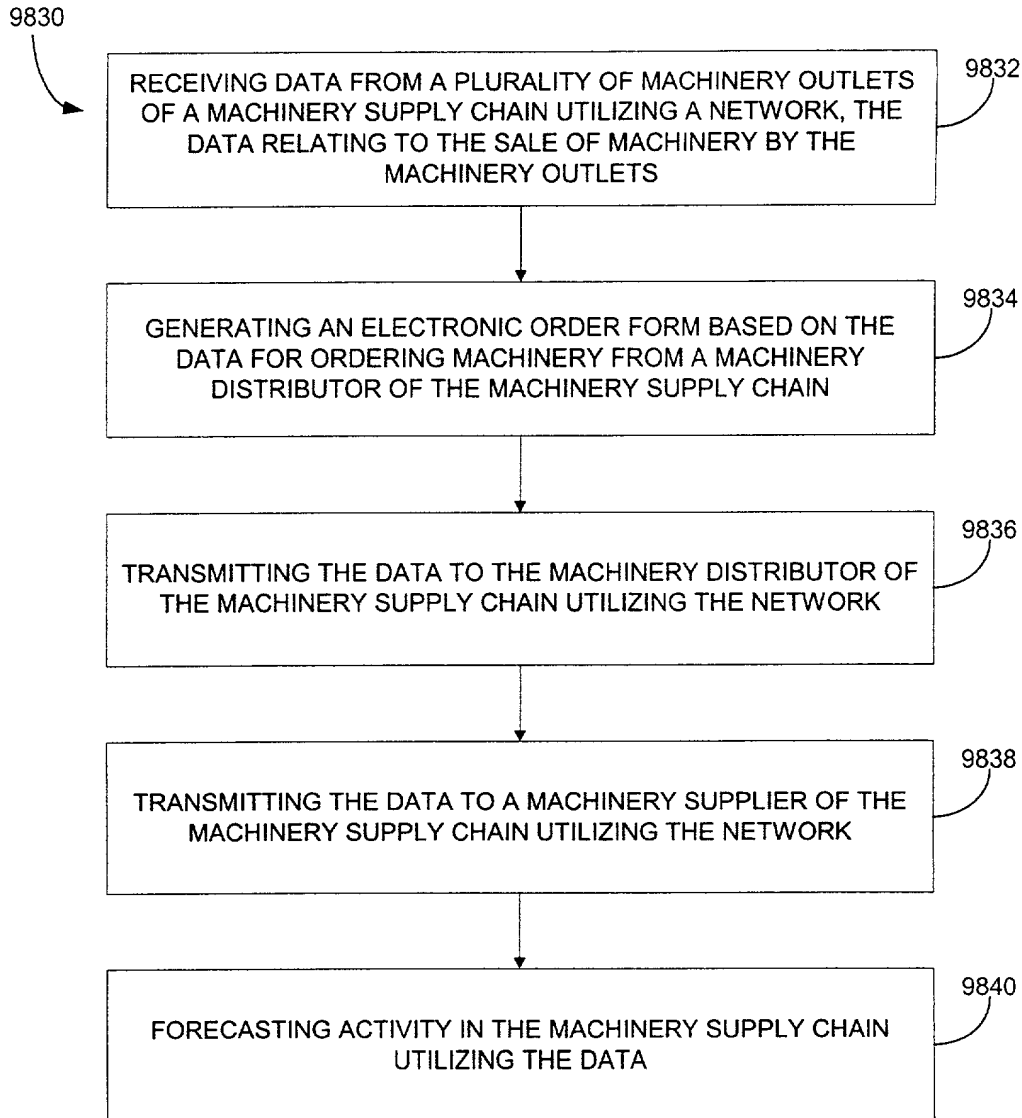
**FIG. 95**



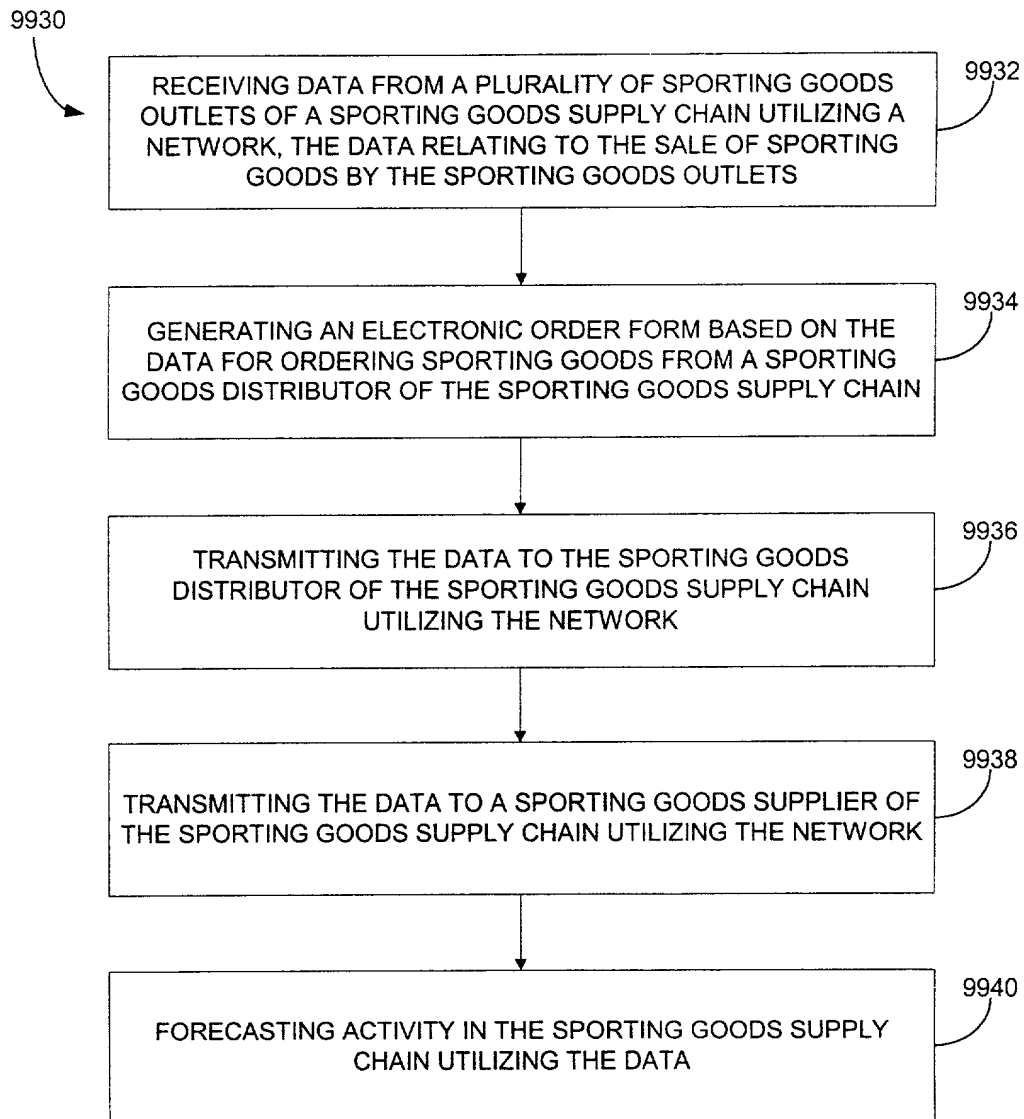
**FIG. 96**



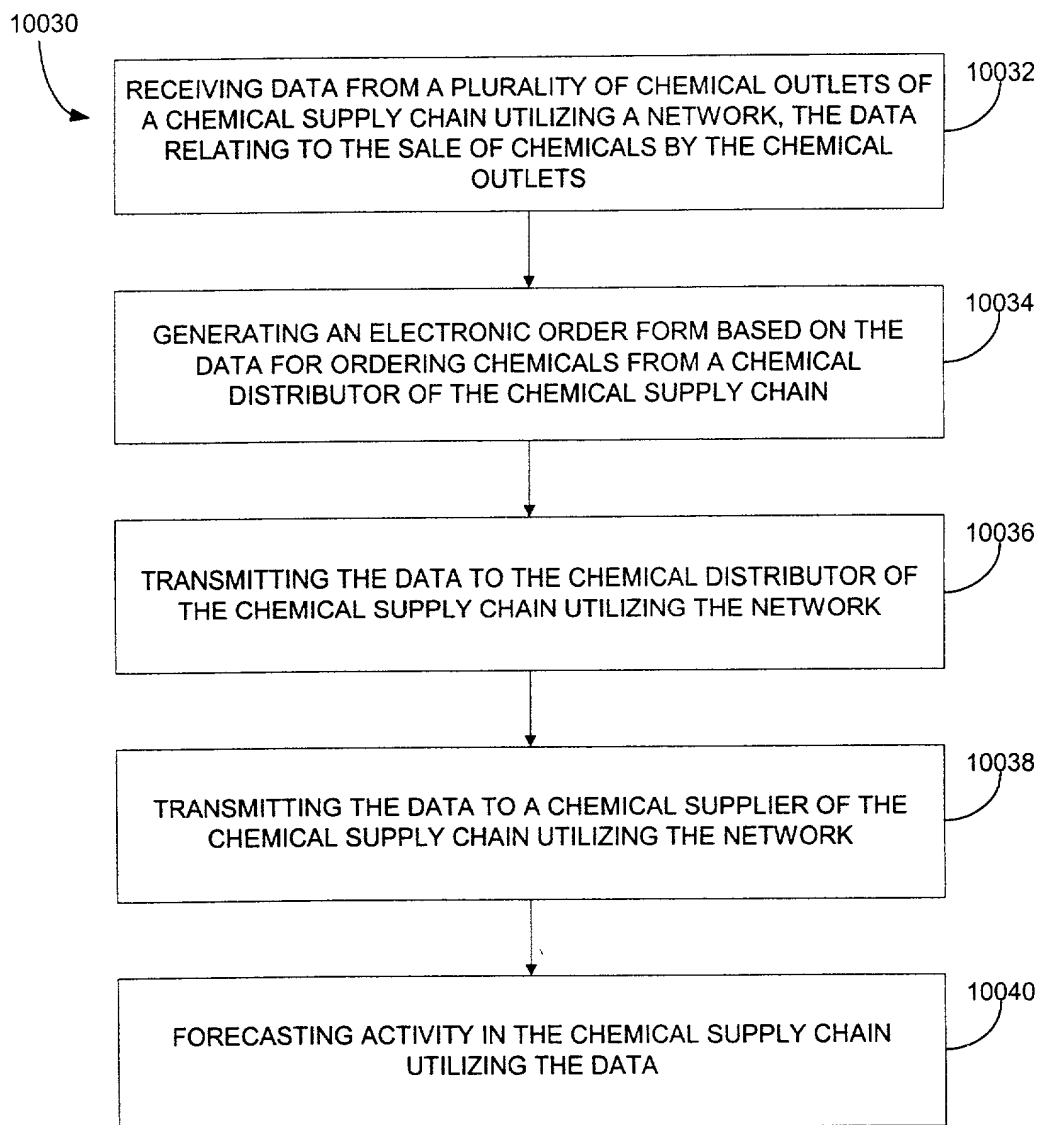
**FIG. 97**



**FIG. 98**

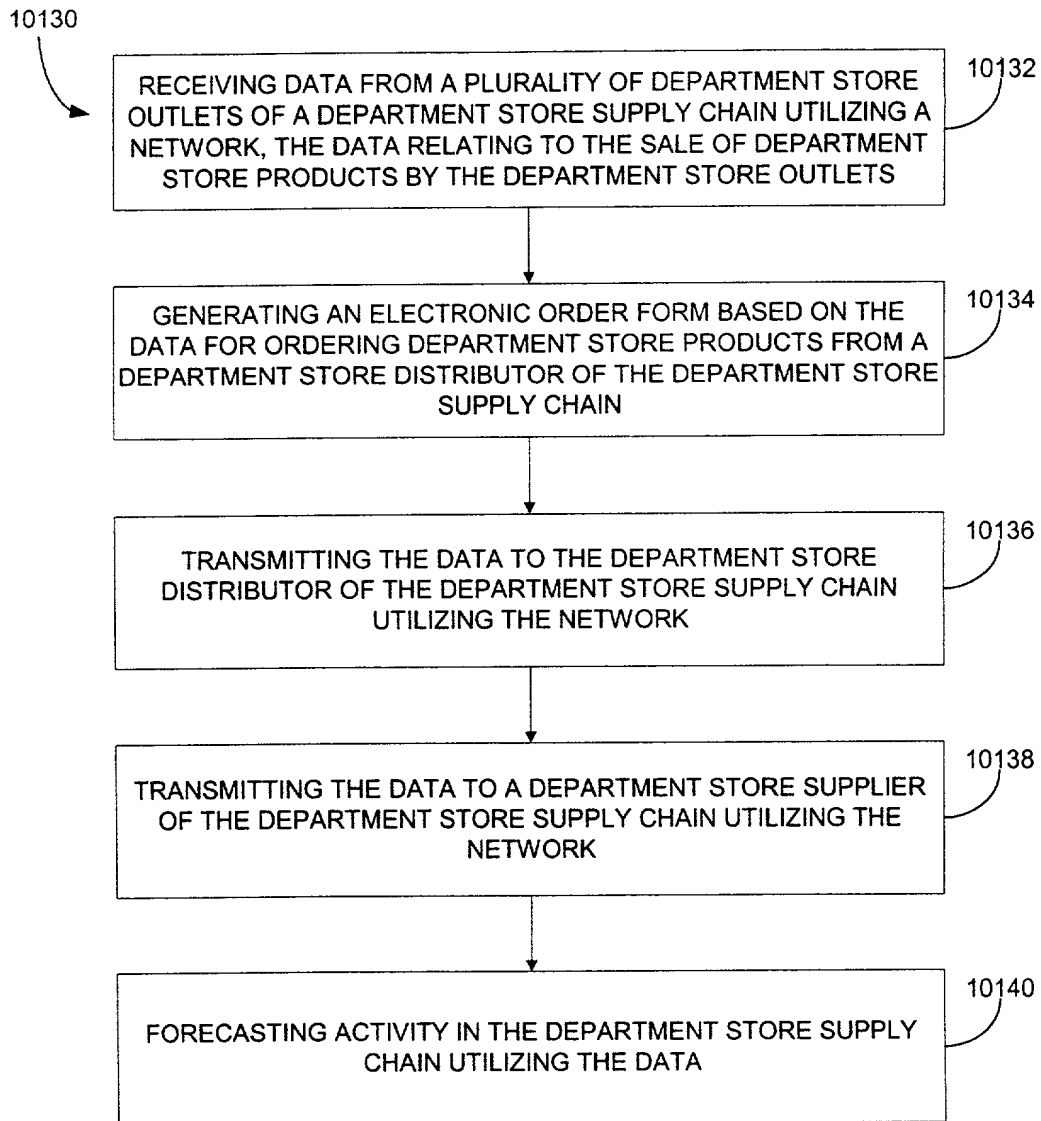


**FIG. 99**

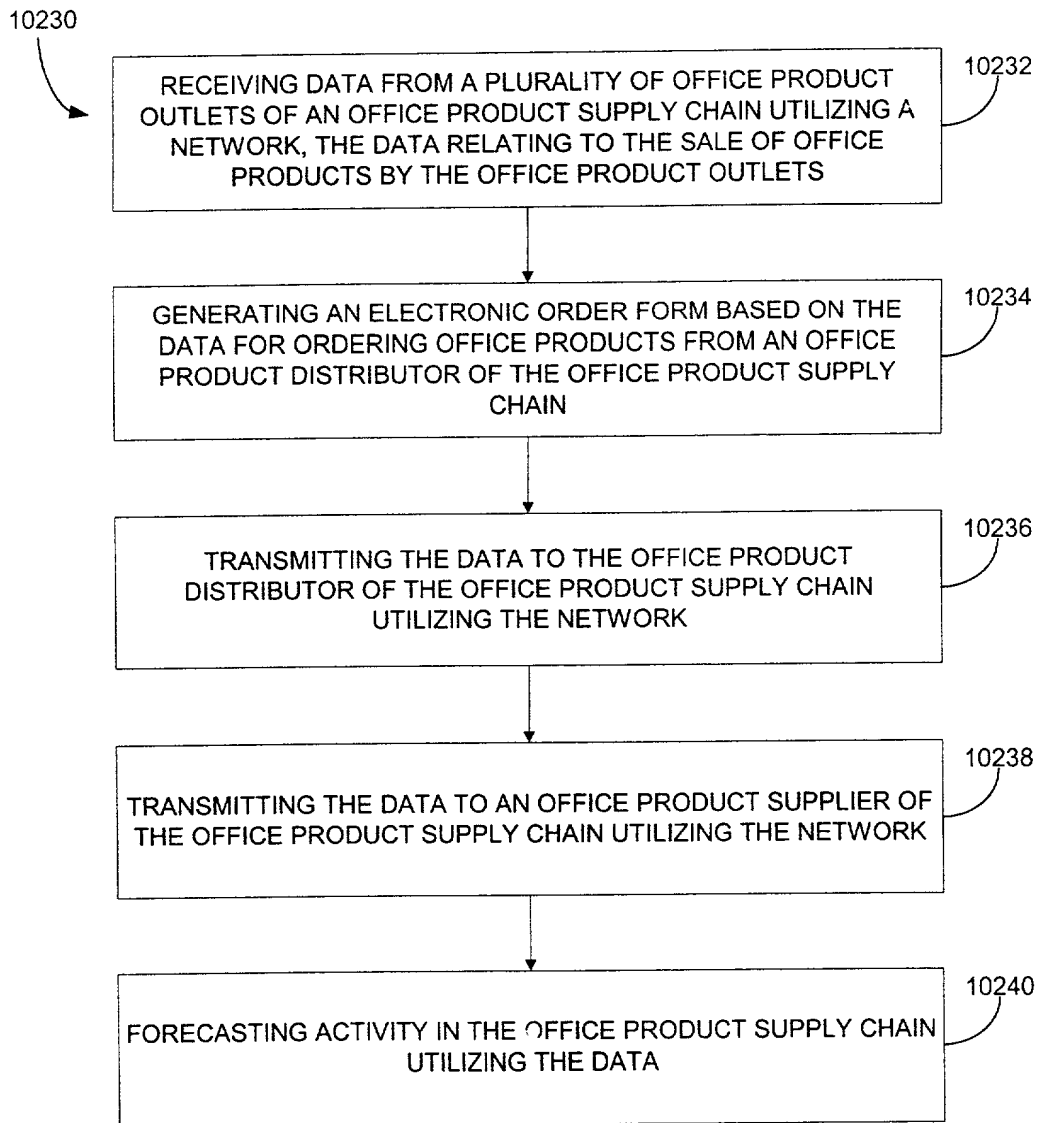


**FIG. 100**





**FIG. 101**



**FIG. 102A**

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

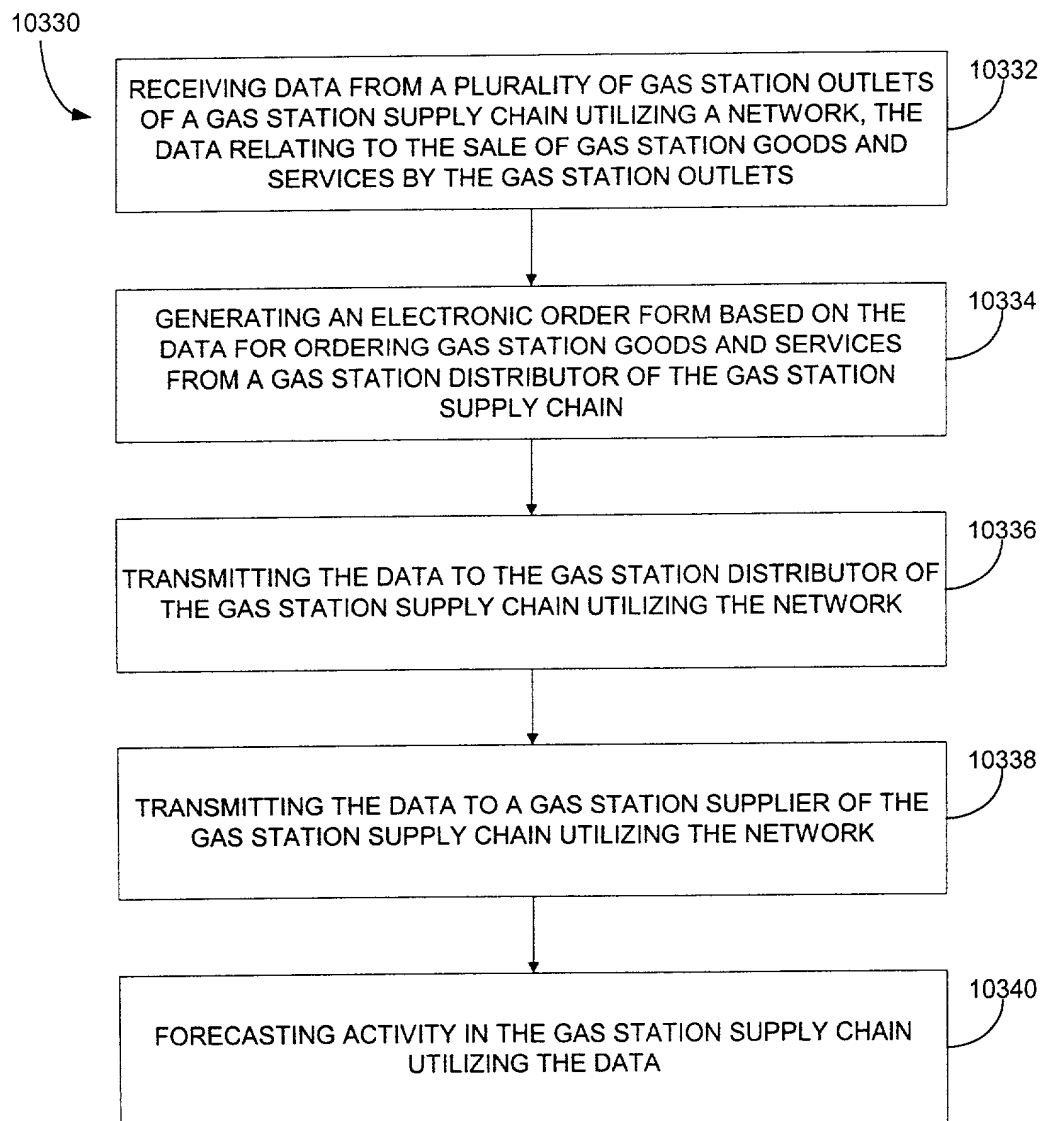
TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

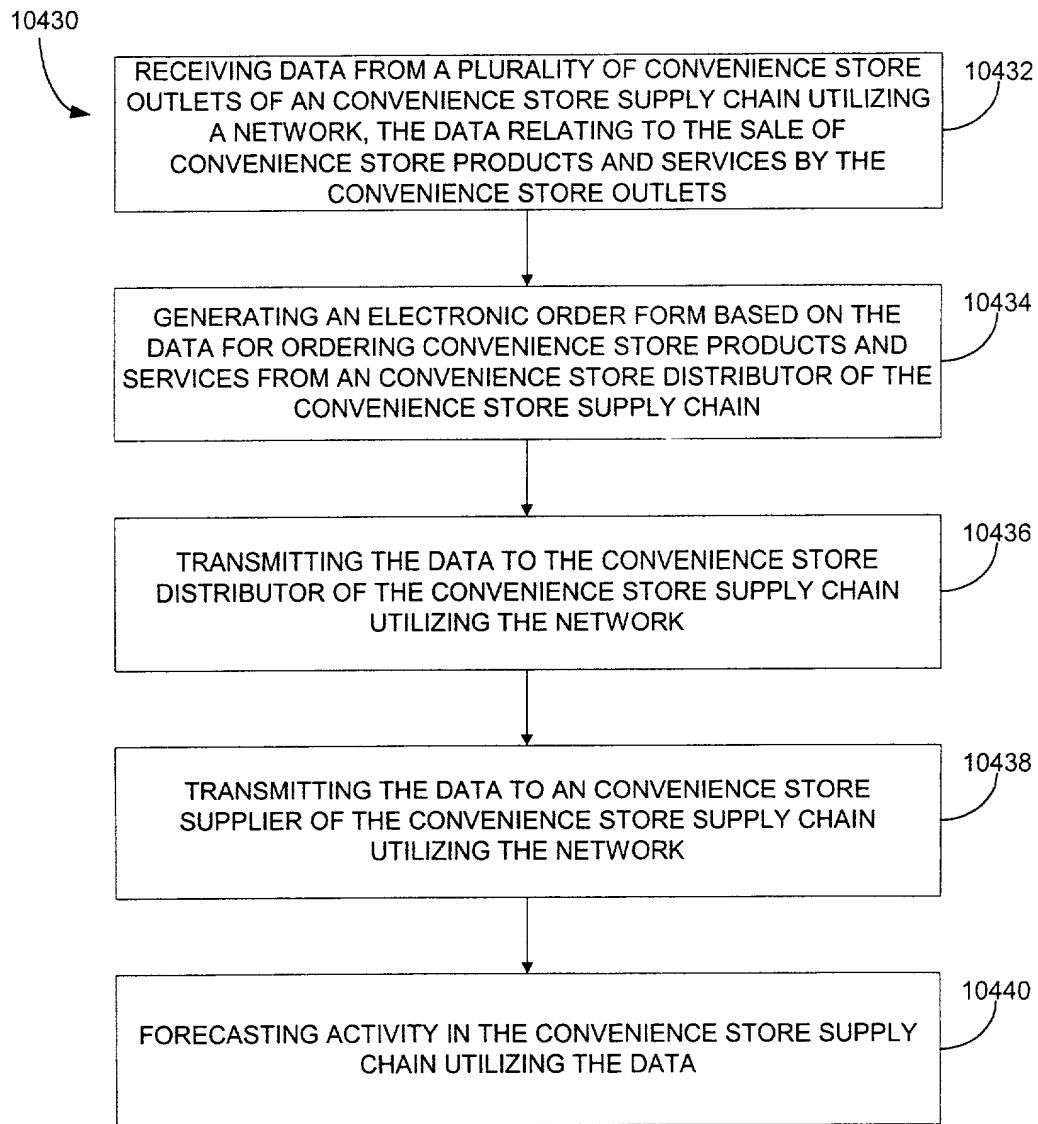
FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

10270

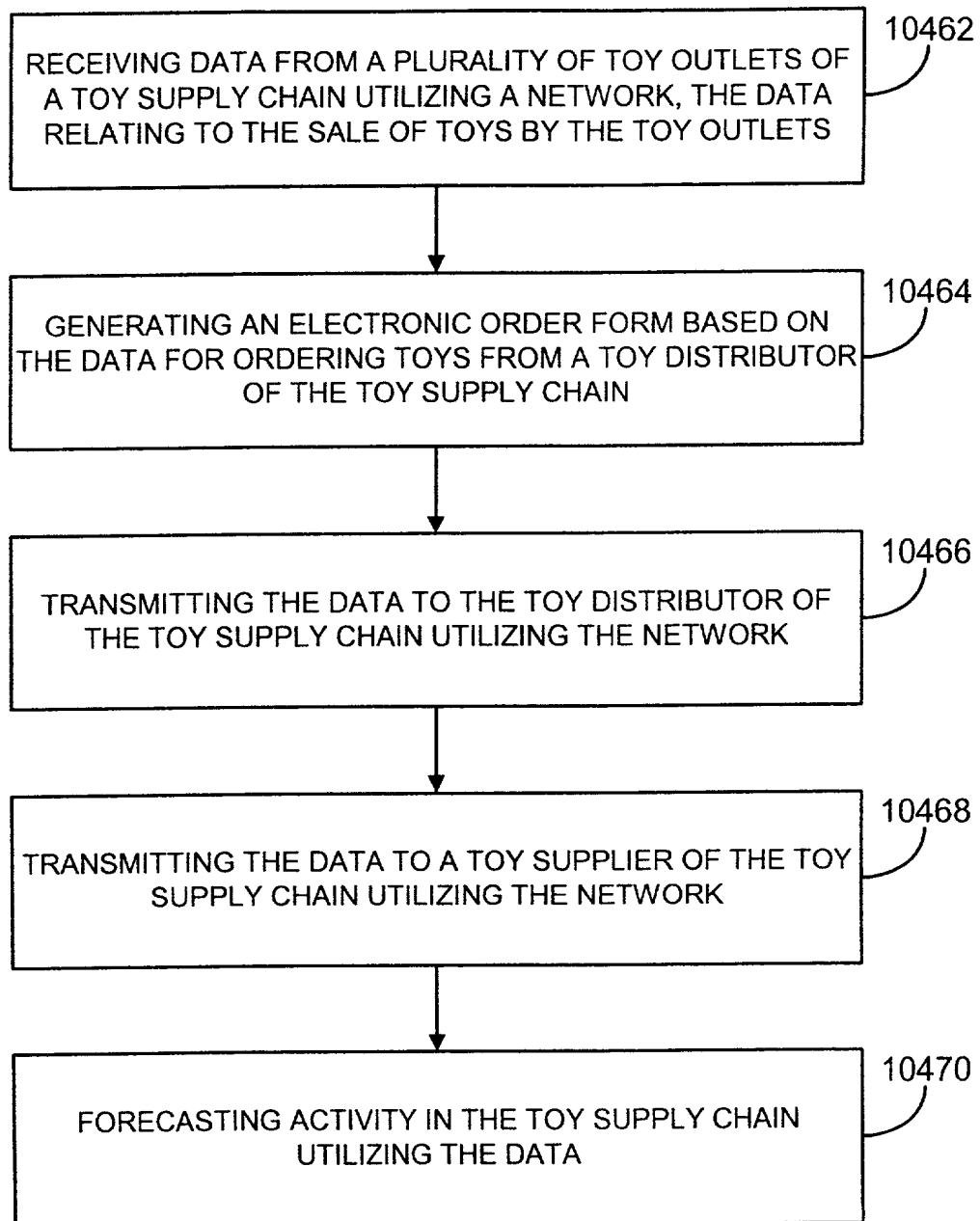
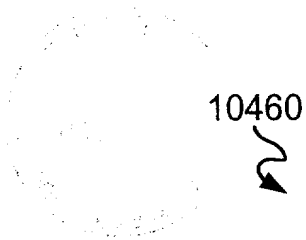
**FIG. 102B**



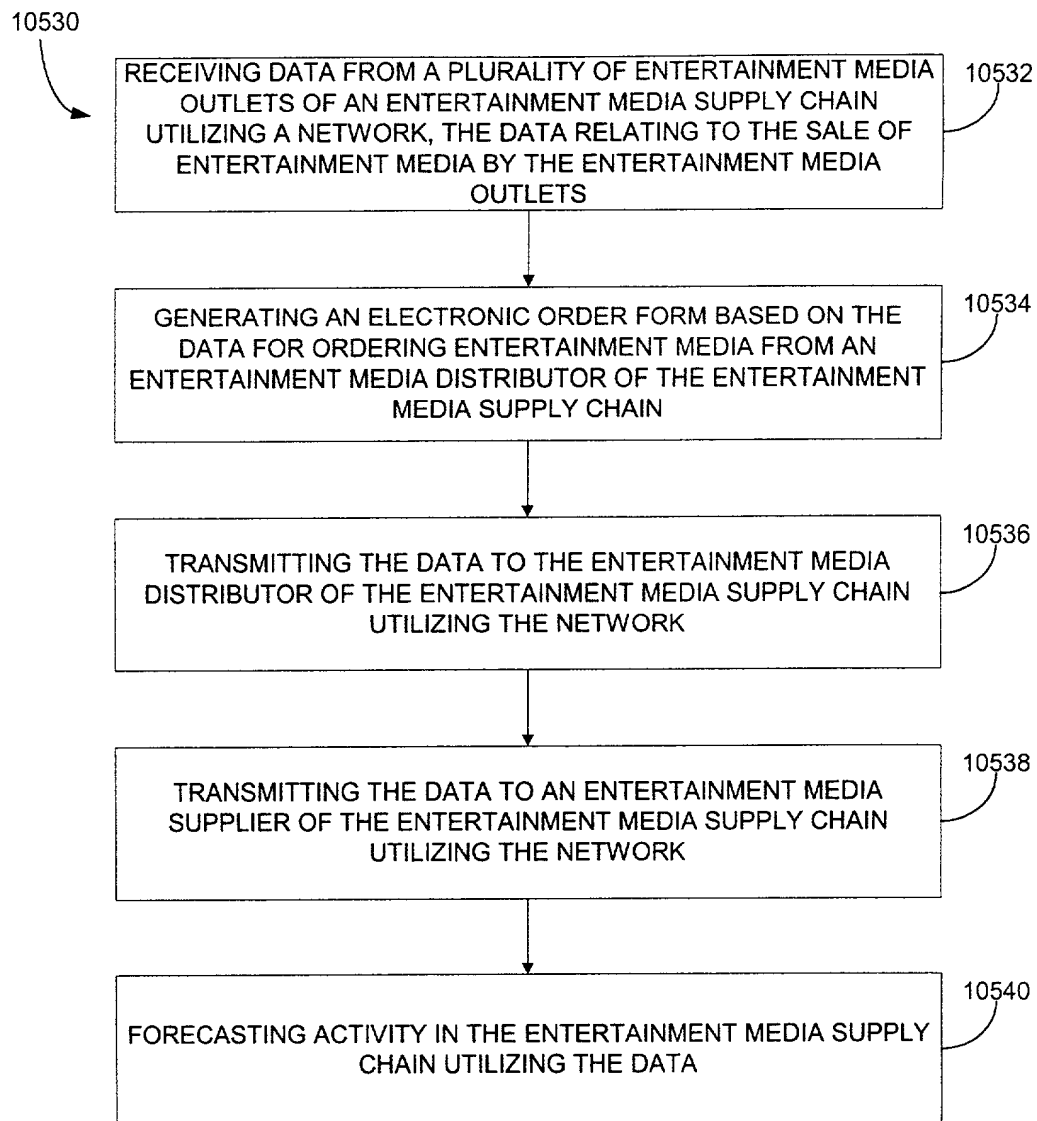
**FIG. 103**



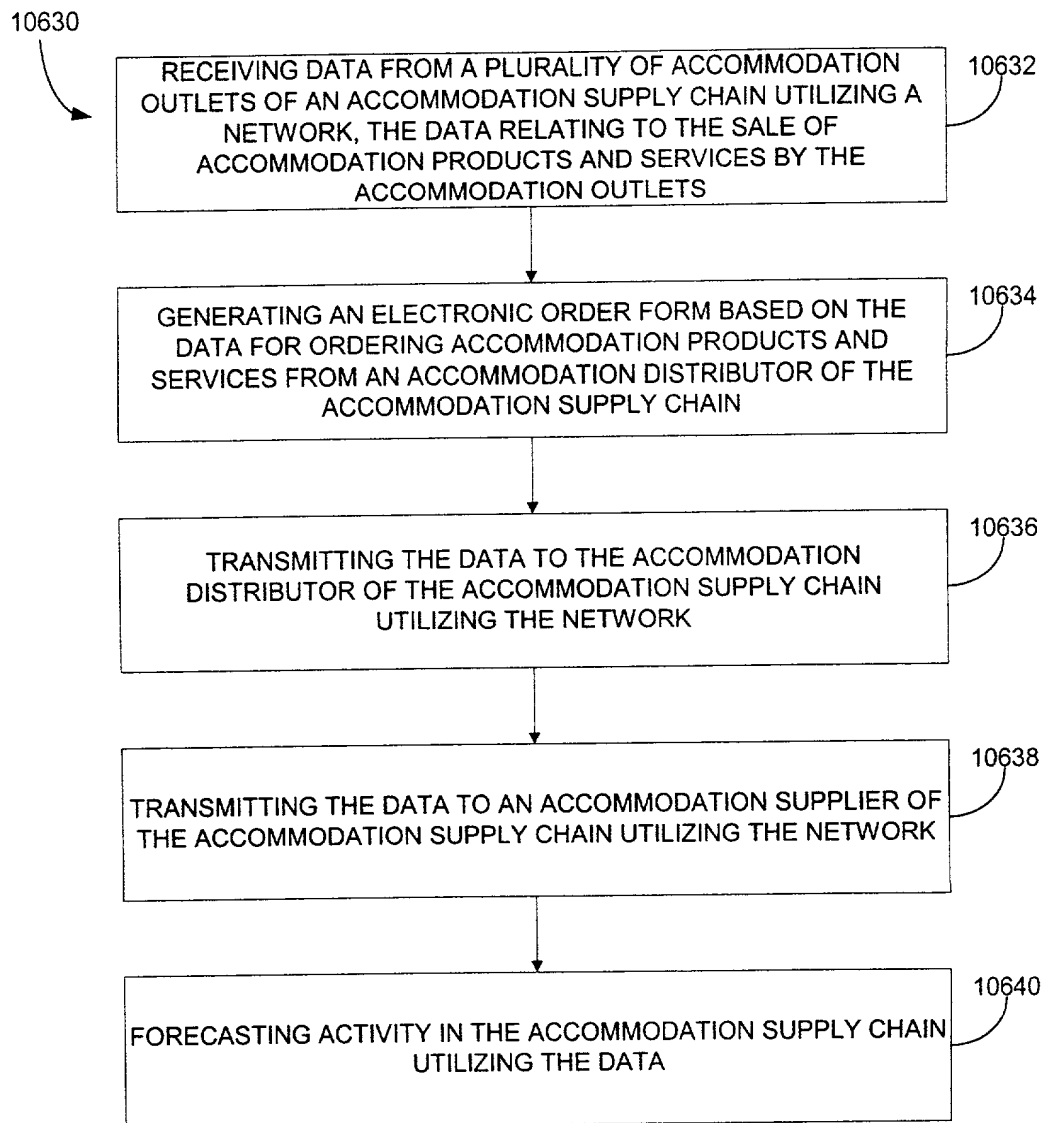
**FIG. 104A**



**FIG. 104B**

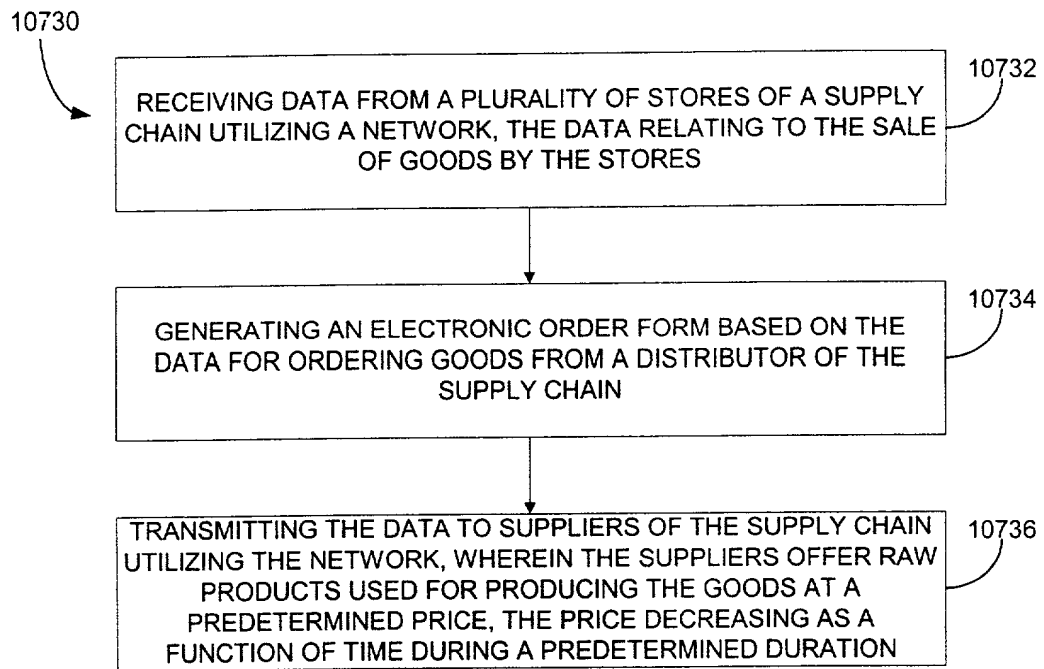


**FIG. 105**

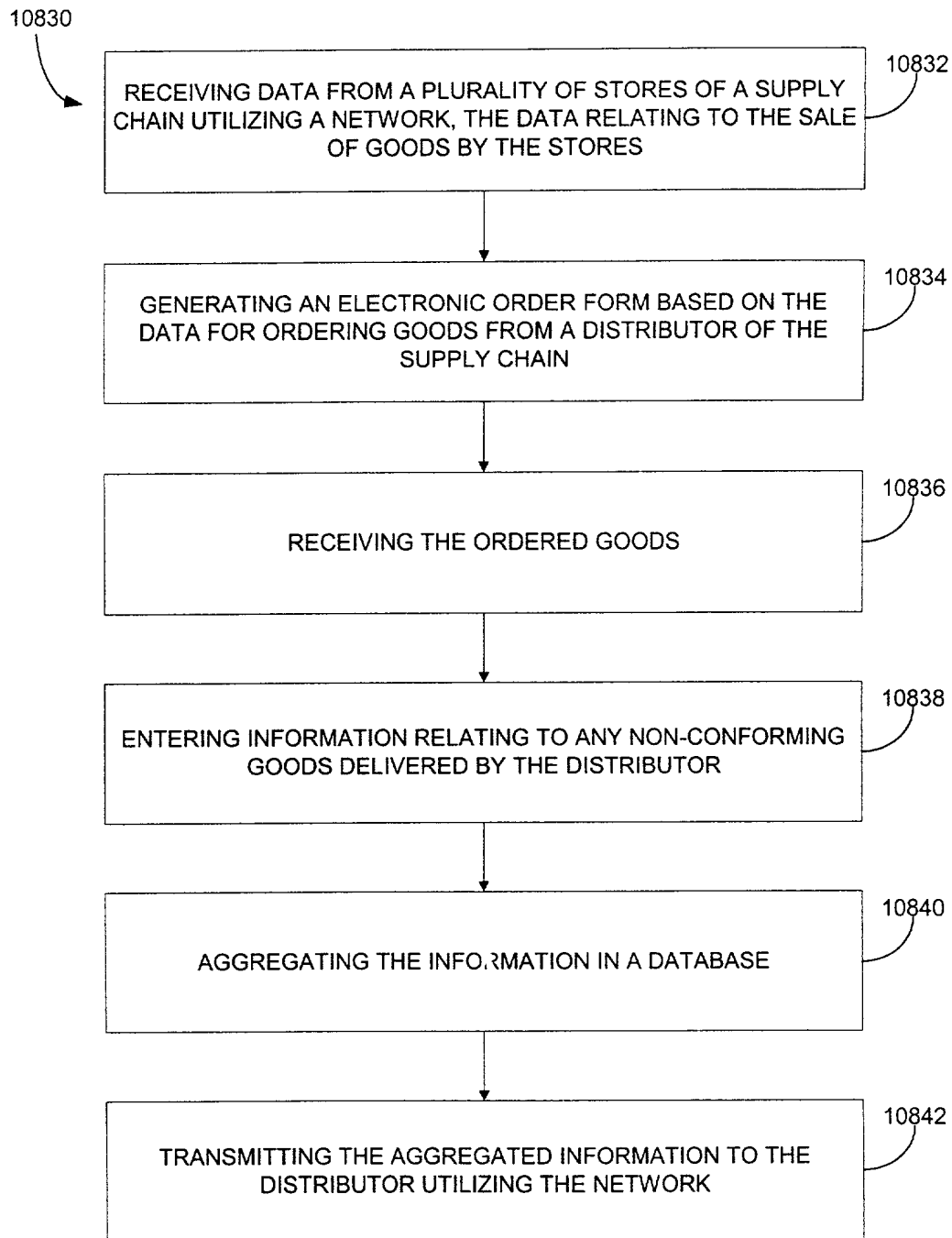


**FIG. 106**



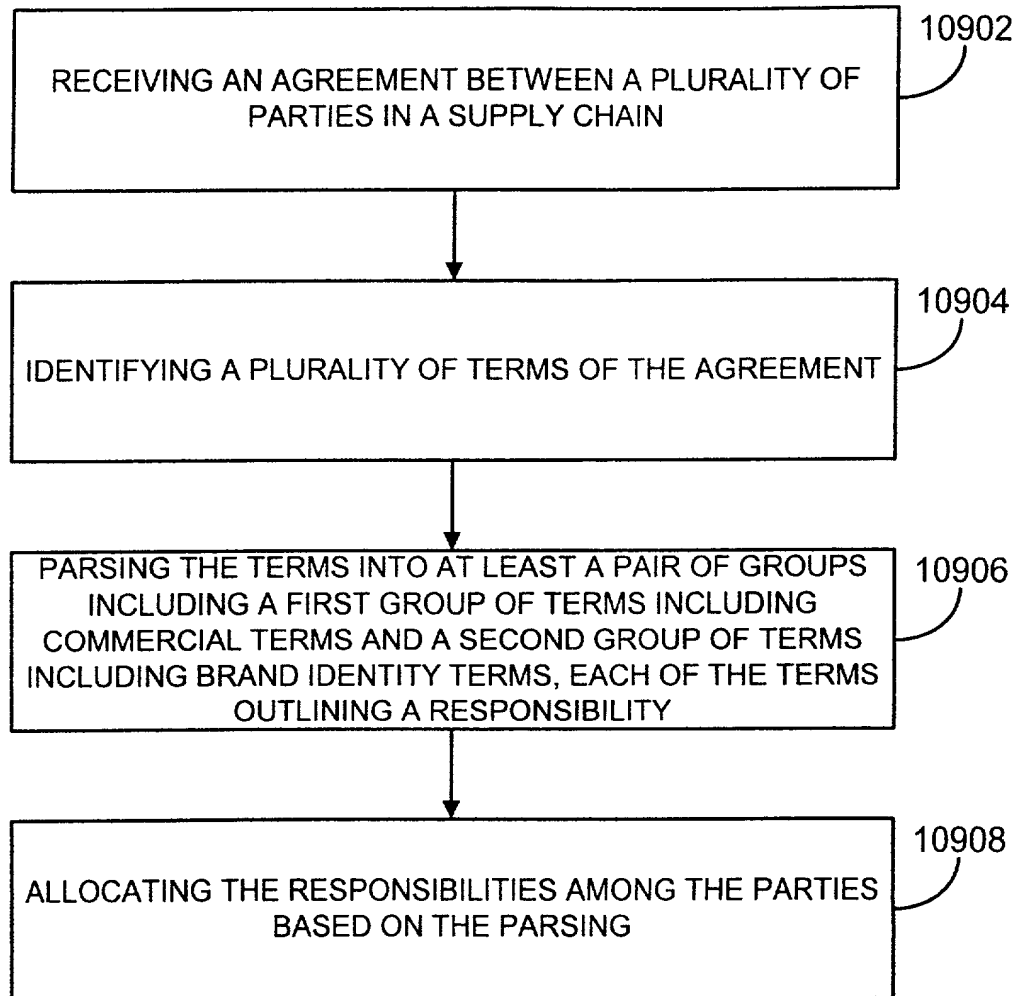


**FIG. 107**



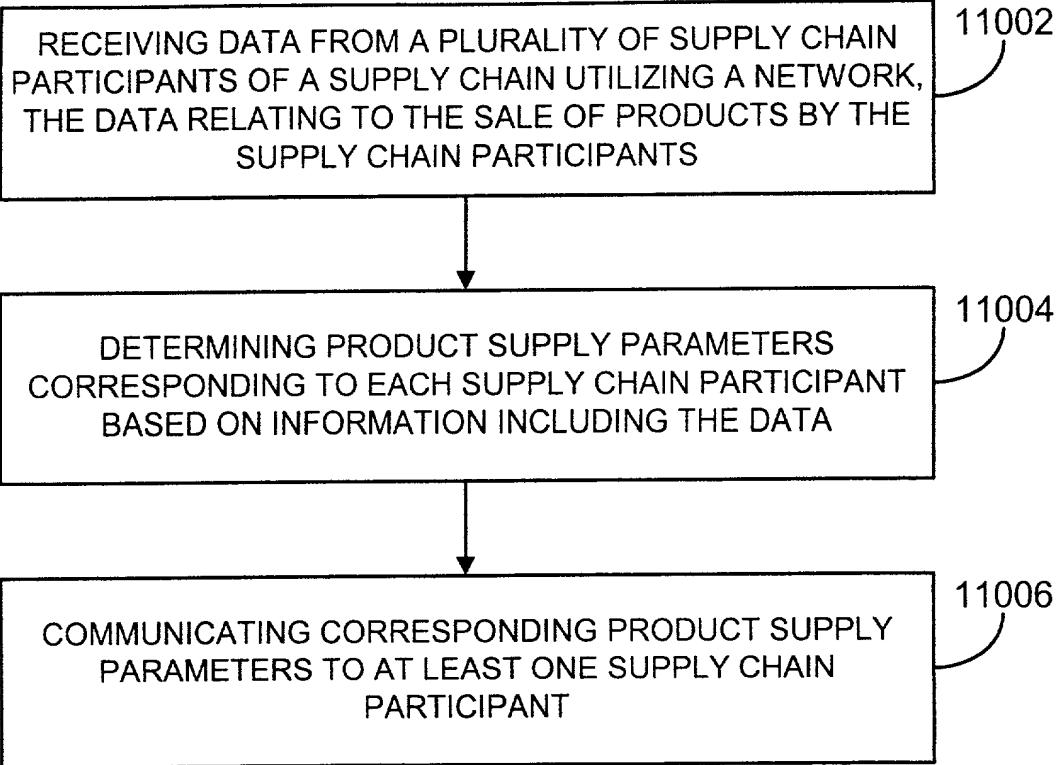
**FIG. 108**

10900



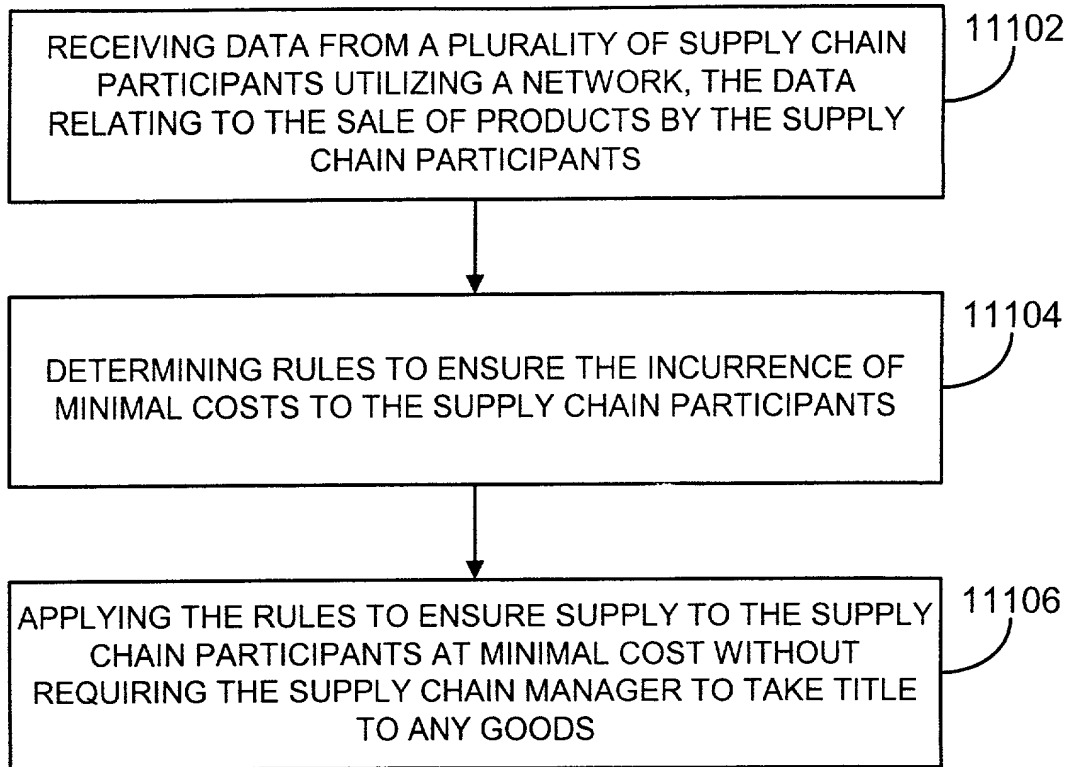
**FIG. 109**

11000



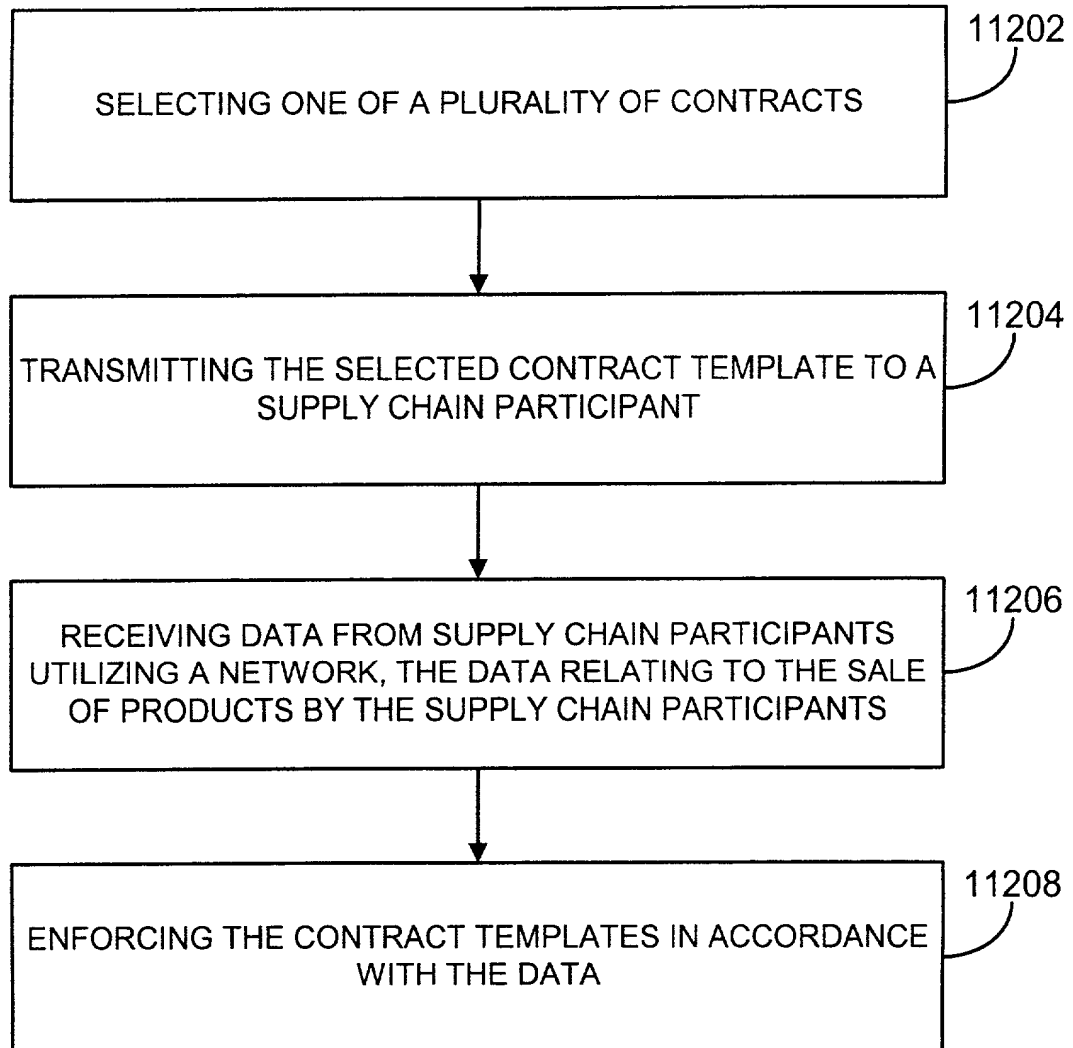
**FIG. 110**

11100



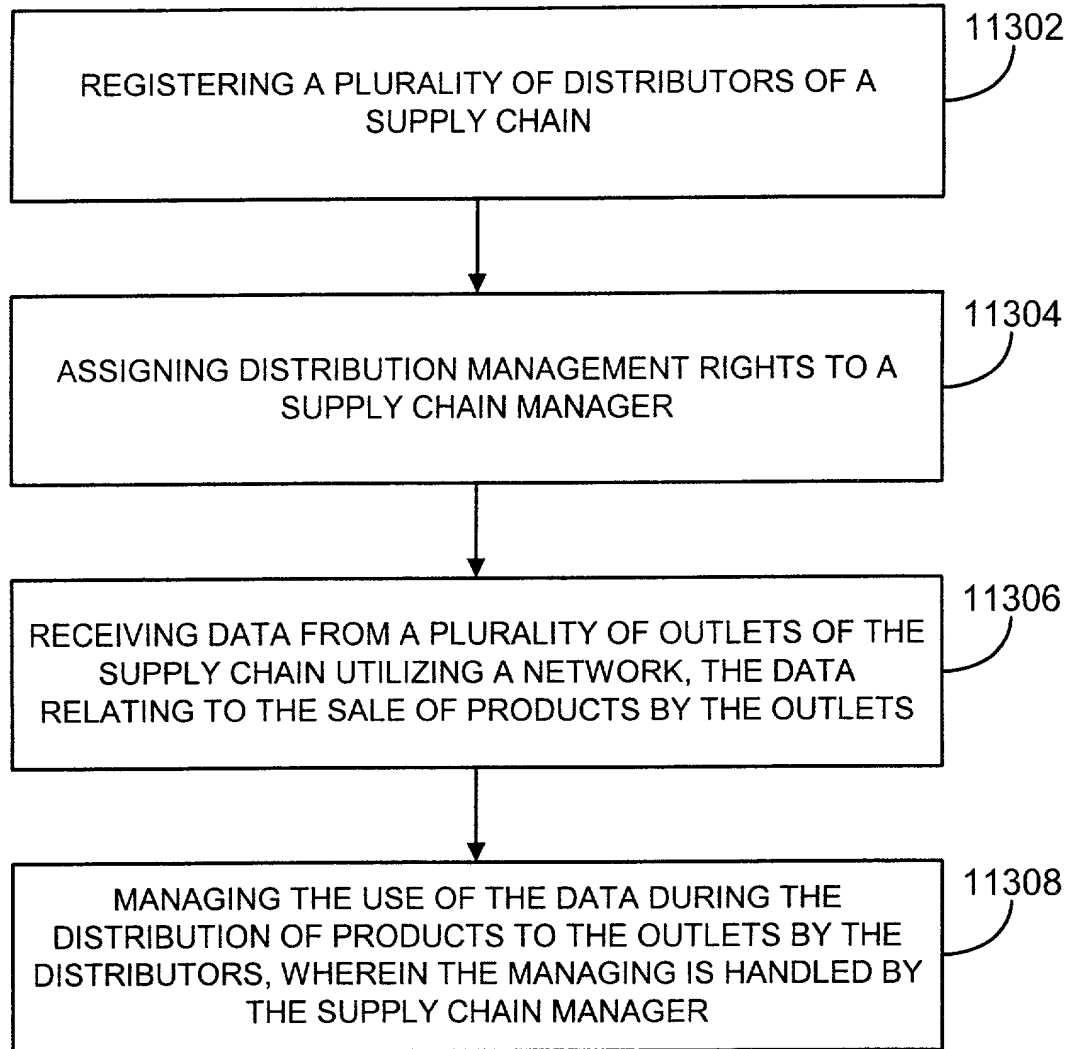
**FIG. 111**

11200



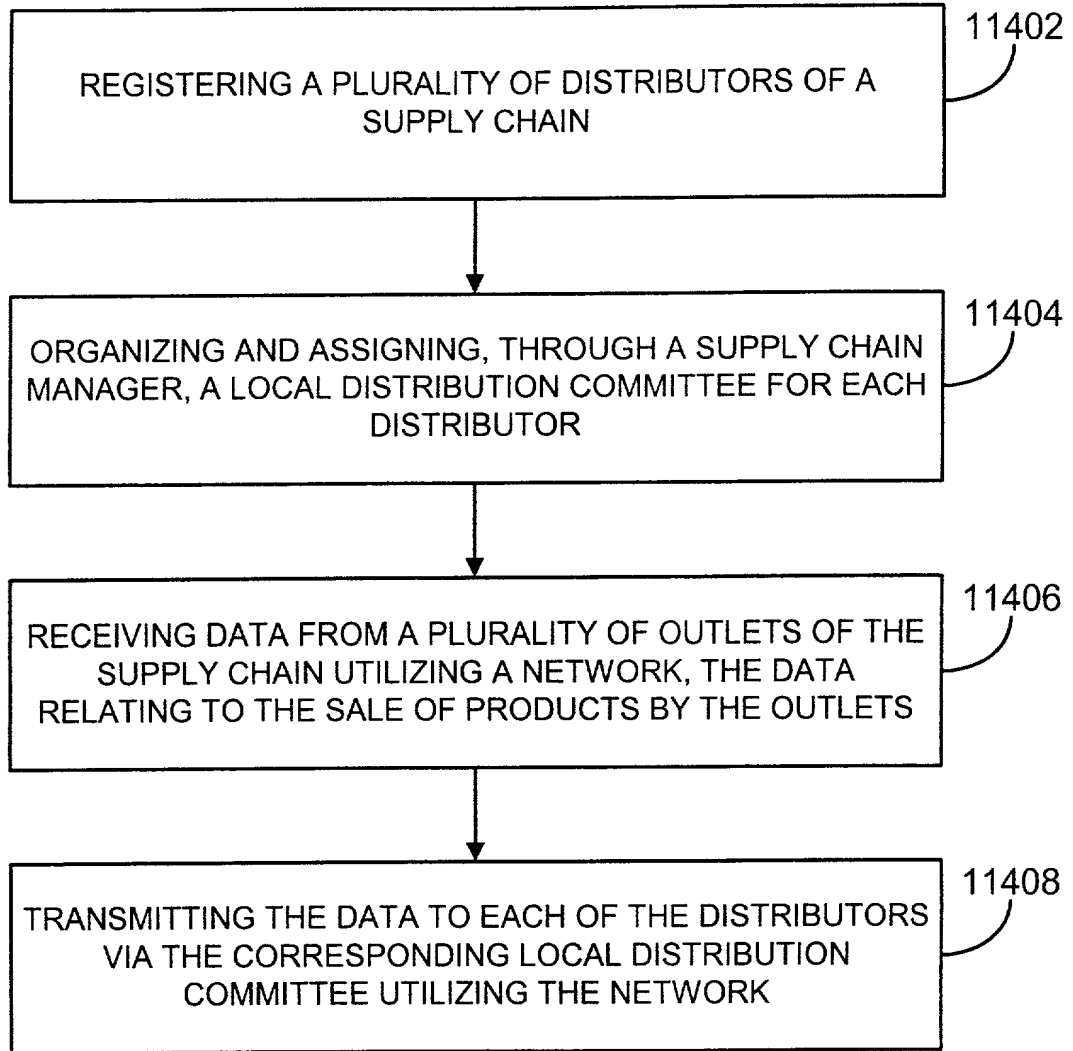
**FIG. 112**

11300



**FIG. 113**

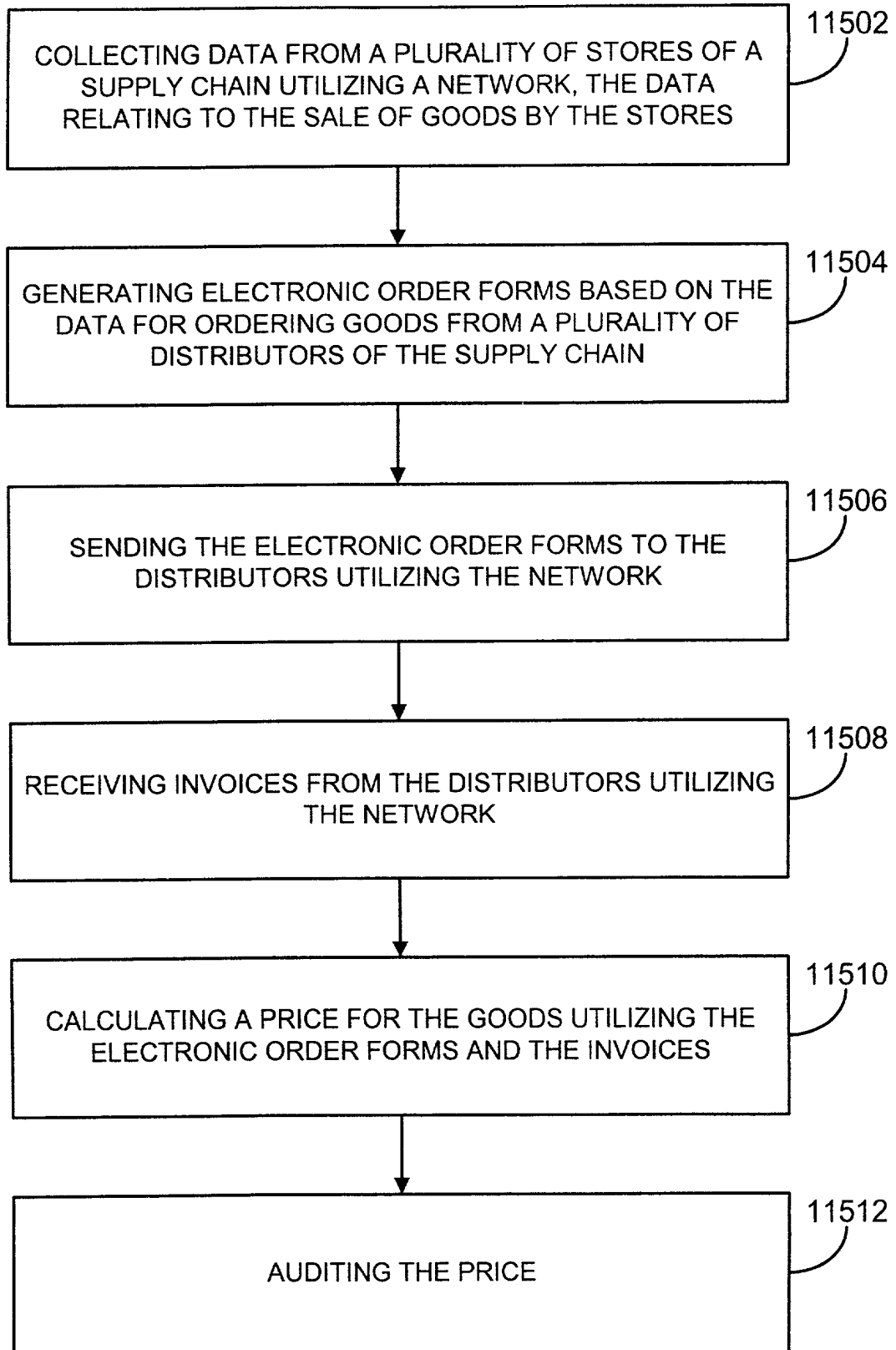
11400



**FIG. 114**

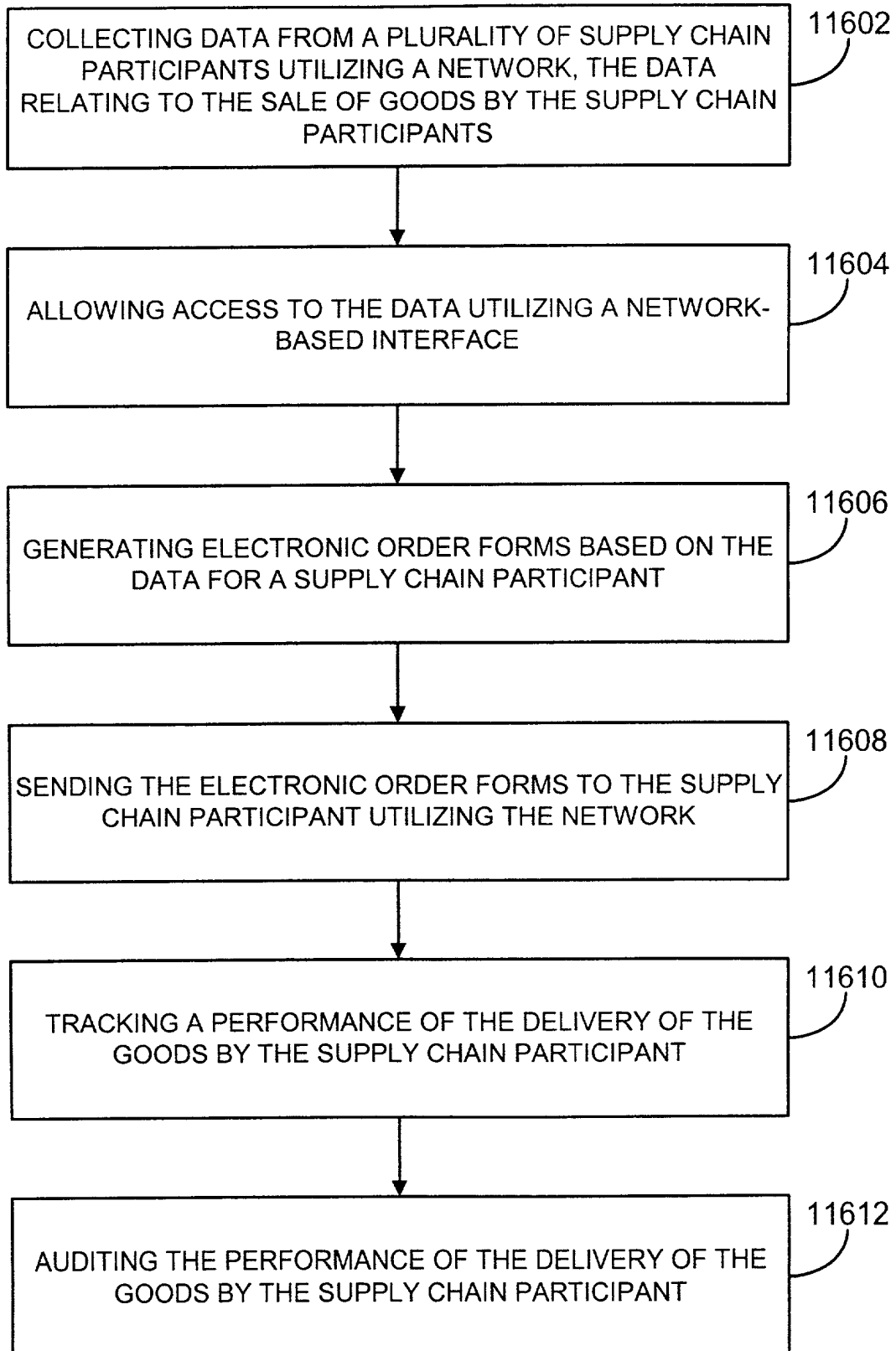


11500



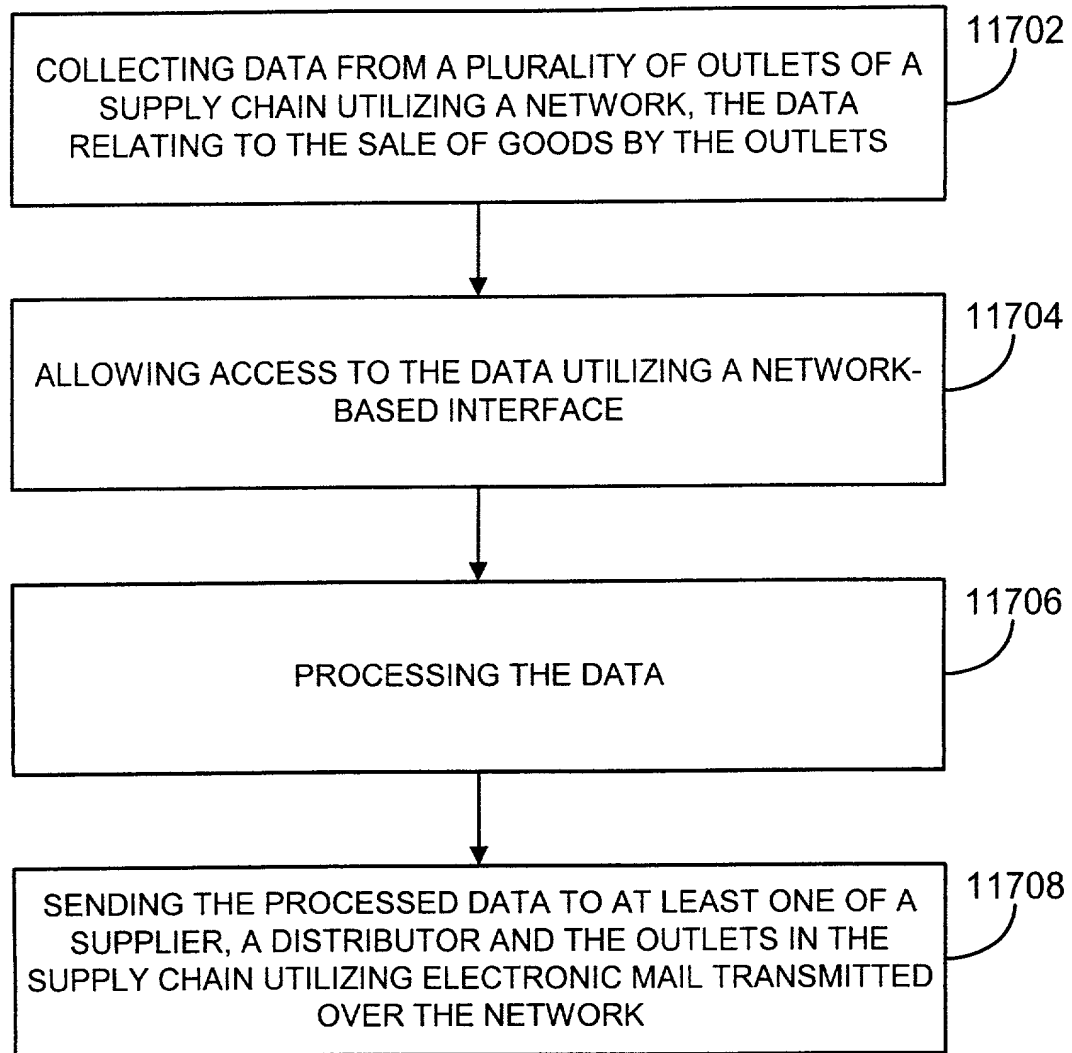
**FIG. 115**

11600



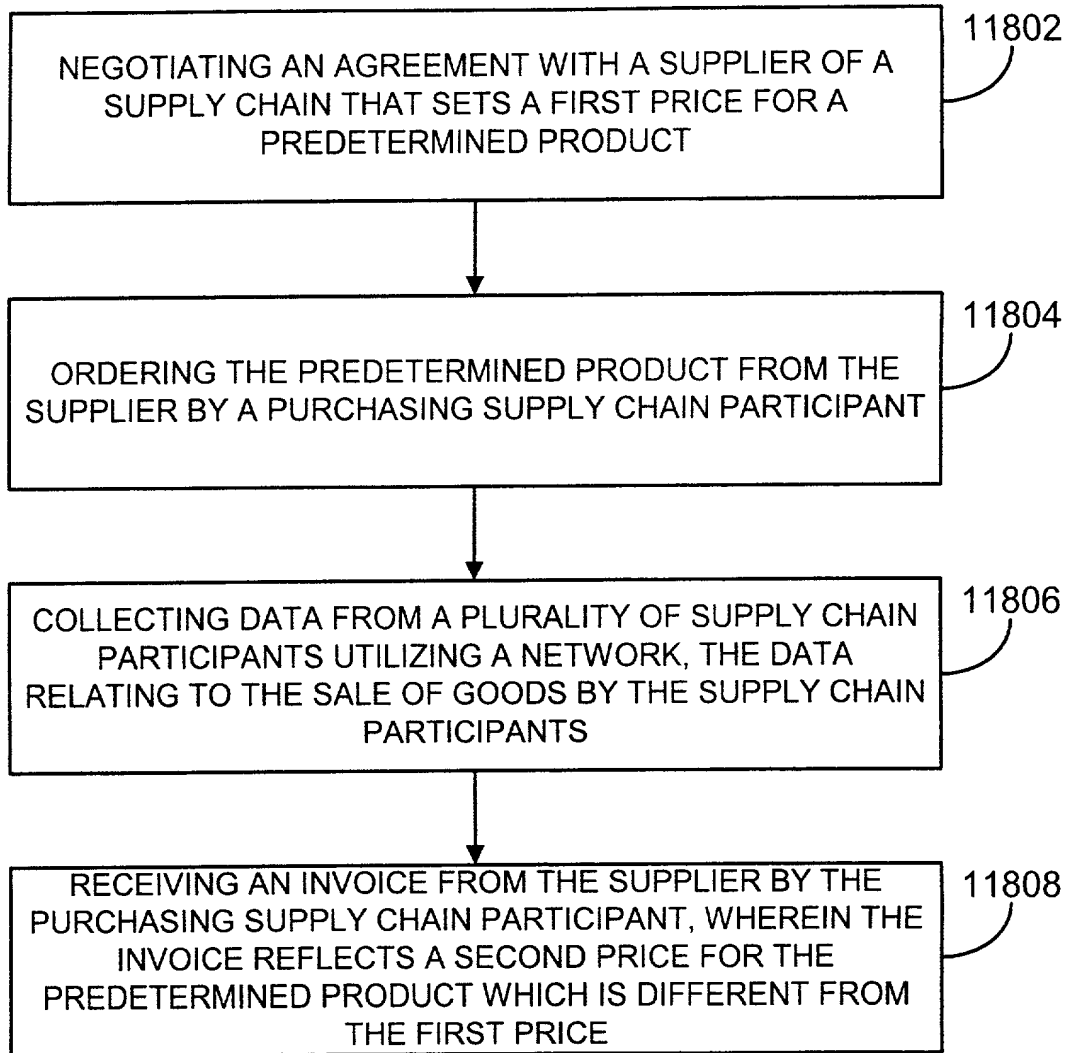
**FIG. 116**

11700



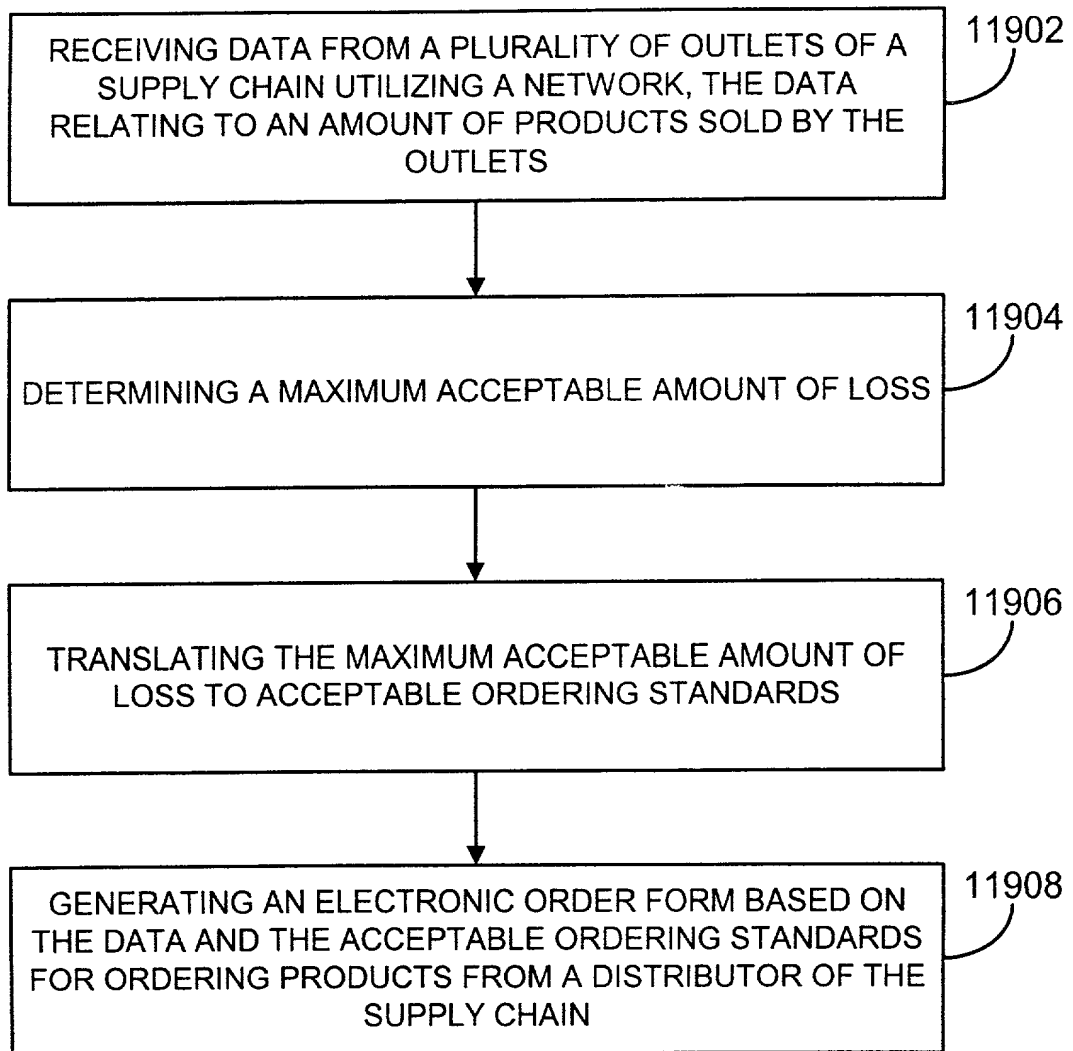
**FIG. 117**

11800

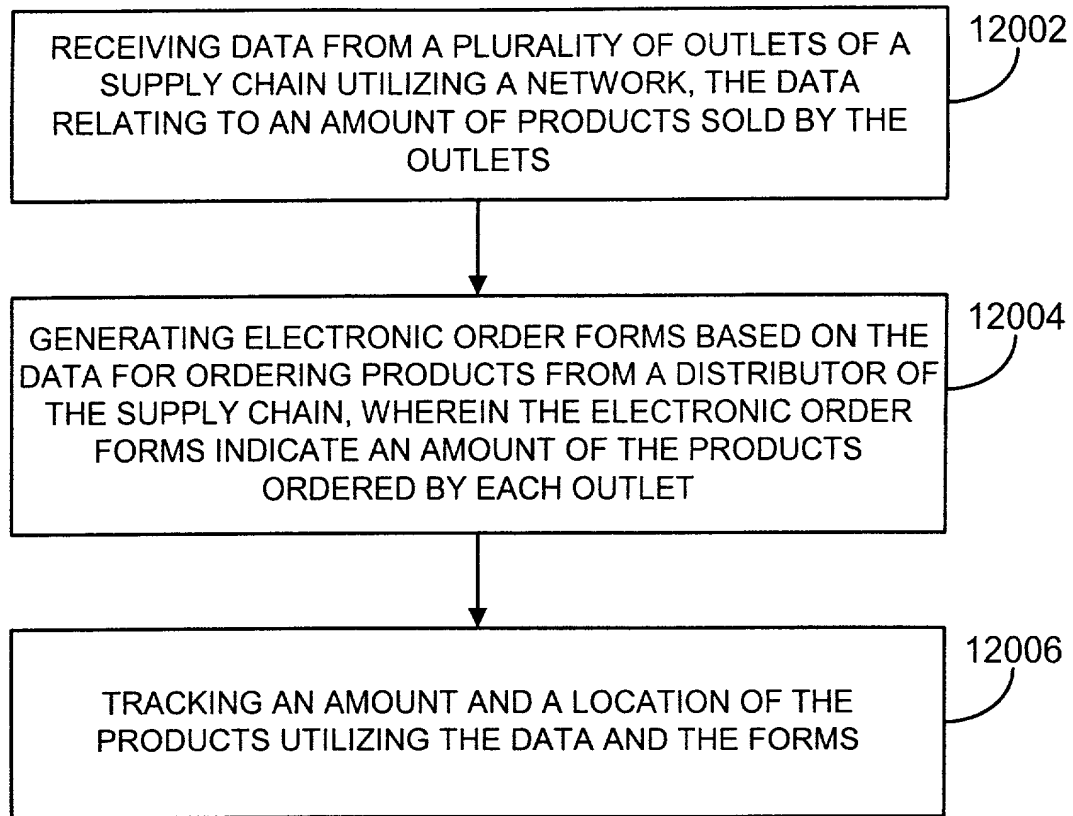
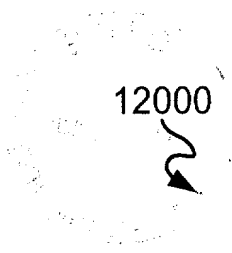


**FIG. 118**

11900

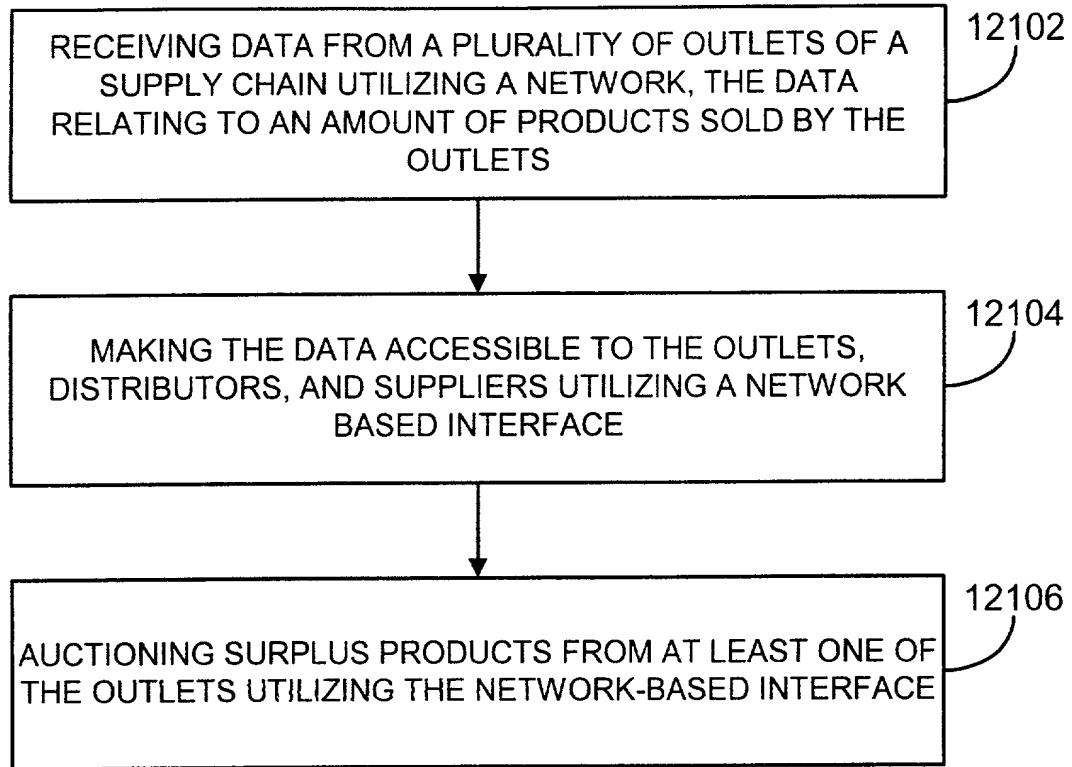


**FIG. 119**



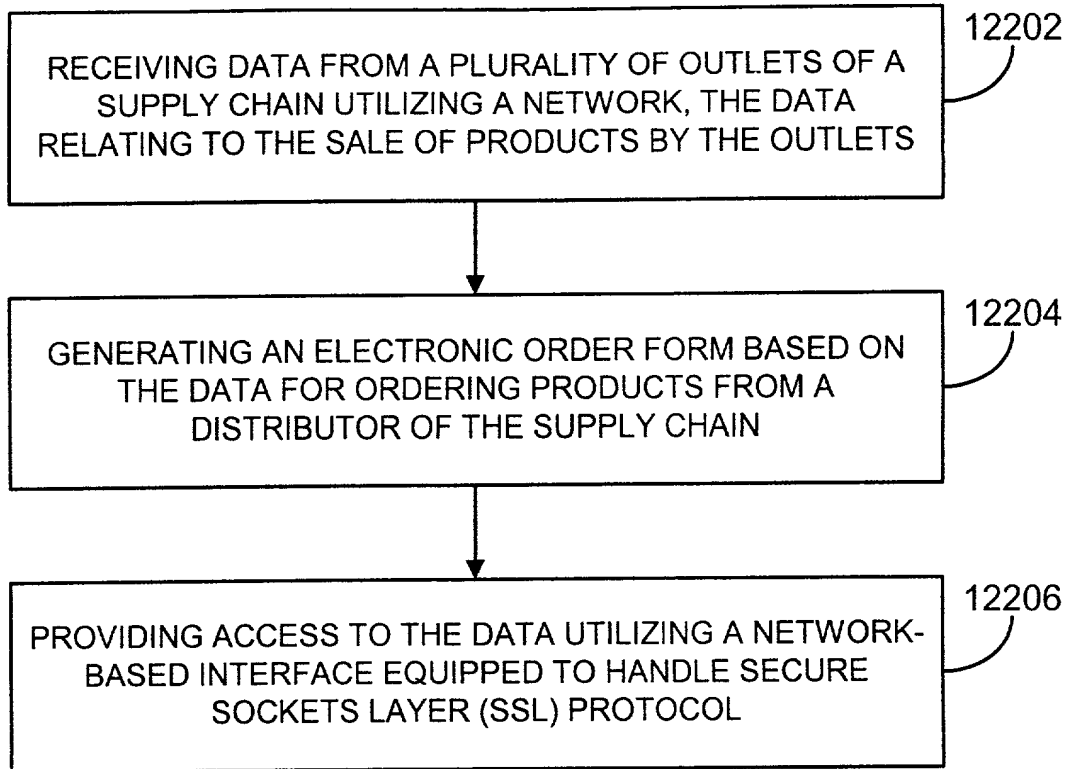
**FIG. 120**

12100



**FIG. 121**

12200



**FIG. 122**



12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

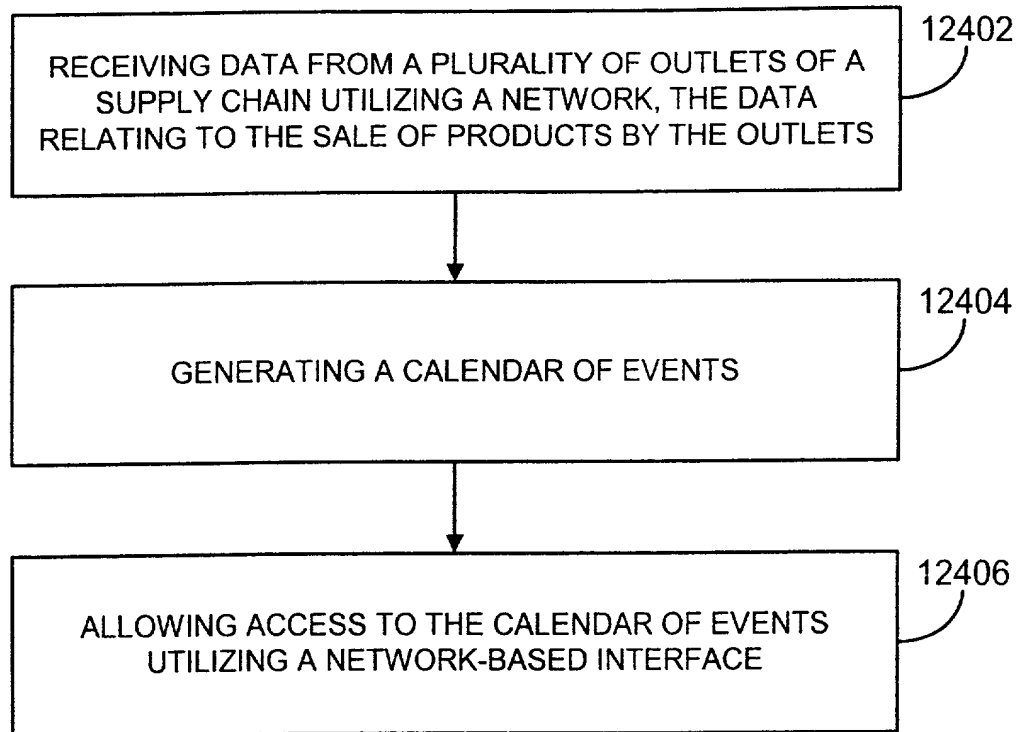
12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

12306

**FIG. 123**

12400



**FIG. 124**

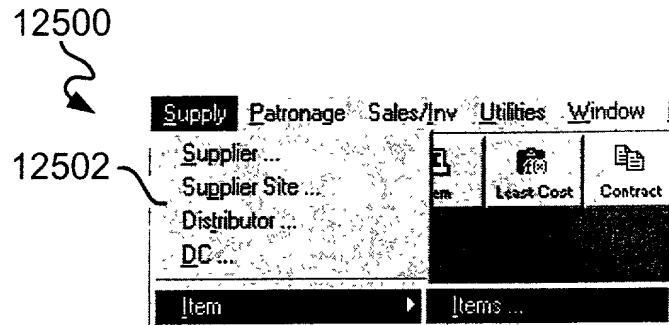


FIG. 125

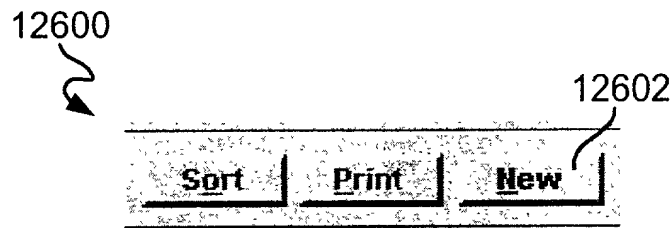


FIG. 126

12700

12702

|                   |                      |              |   |
|-------------------|----------------------|--------------|---|
| Item Desc:        | <input type="text"/> |              |   |
| Item Number:      |                      | Status Code: | Active <input type="button" value="v"/> |
| Product Cat Code: | <input type="text"/> | Item Rank:   | <input type="text"/>                    |

FIG. 127

12800

12800

Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128

12900



FIG. 129

13000

|                            |   |                                |          |
|----------------------------|---|--------------------------------|----------|
| <b>Supplier Item Desc:</b> |   | <b>Item No:</b>                |          |
| <b>Current:</b>            | <input checked="" type="radio"/> Yes <input type="radio"/> No | <b>Tie Qty:</b>                |          |
| <b>Items per Case:</b>     | 5000  | <b>High Qty:</b>               |          |
| <b>Innerpack Contents:</b> | 5/1000  | <b>Cases Per Pallet:</b>       |          |
| <b>Item Size:</b>          |   | <b>Stacking Allowed:</b>       |          |
| <b>Case Length:</b>        |   | <b>Universal Product Code:</b> |          |
| <b>Case Width:</b>         |   | <b>Cases Per Truckload:</b>    | 1350     |
| <b>Case Depth:</b>         |   | <b>Net Weight:</b>             | 39.00    |
| <b>Case Dimension U/M:</b> | INCH(S)   | <b>Gross Weight:</b>           | 39.00    |
| <b>Item Cube:</b>          | 0.95 CUBIC FEET   | <b>Weight U/M:</b>             | POUND(S) |
| <b>Item Shelf Life:</b>    |   | <b>Bar Code:</b>               |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

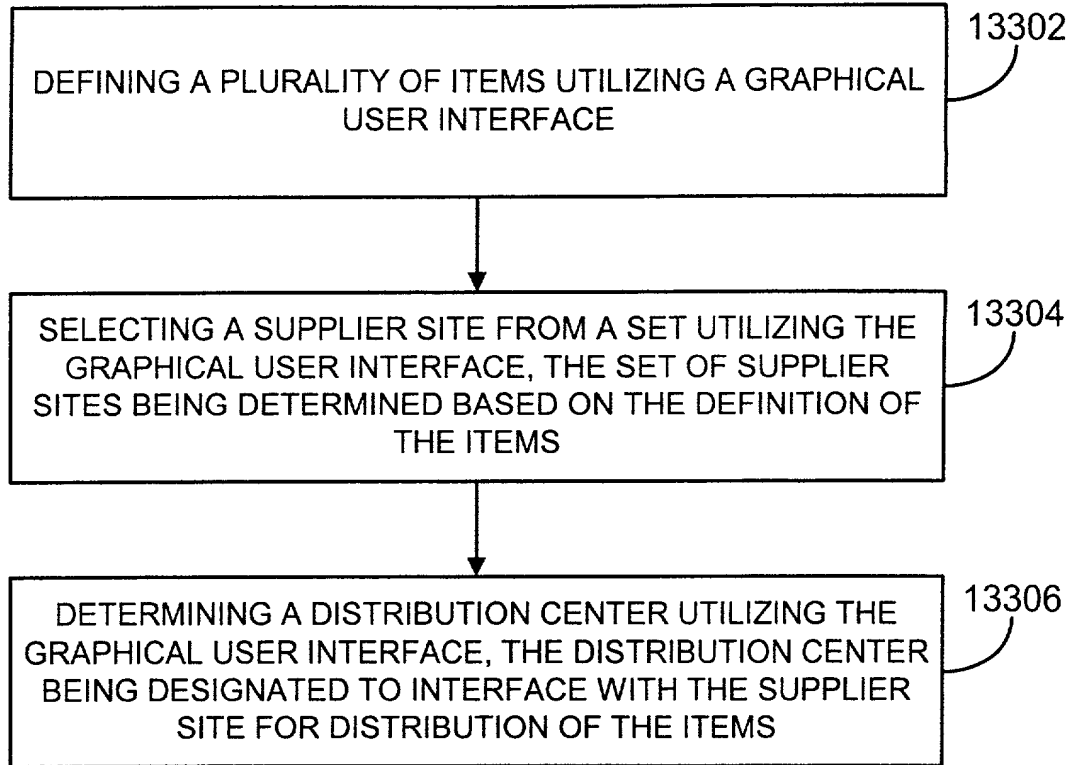
FIG. 131

13200

|                         |  |                           |
|-------------------------|--|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16                         | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY                 | <b>Railroad Name:</b>     |
| <b>Status:</b>          | Active <input checked="" type="checkbox"/> | <b>Rail Sidings:</b>      |

FIG. 132

13300



**FIG. 133**

13400

|   |                      |                    |  |
|---|----------------------|--------------------|--|
| <b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE  | <b>Begin:</b> 7/1/96 | <b>End:</b> 9/1/96 | <b>Final:</b> <input type="checkbox"/> |
| <b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> Cell <input type="button" value="v"/> |                      |                    |  |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34 3200 | 34.3900 | 0 8400  | 35.2300 |
| 34 3200 | 34.3900 | 0 2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137



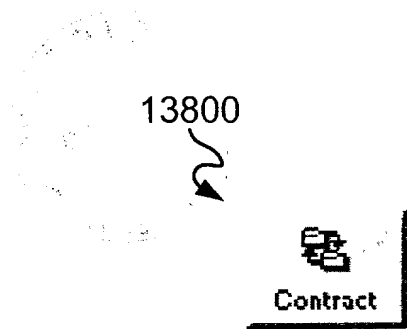


FIG. 138

| Min Ordr | UM                  | Slip | Deliv. |
|----------|---------------------|------|--------|
| 1        | TRUCKLOAD(S) Pallet |      |        |
| 1        | TRUCKLOAD(S) Pallet |      |        |

FIG. 139

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

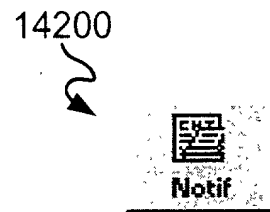


FIG. 142

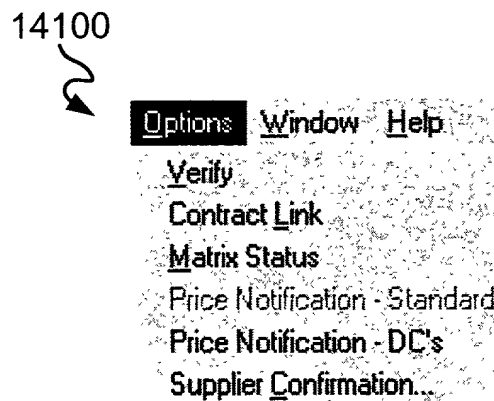
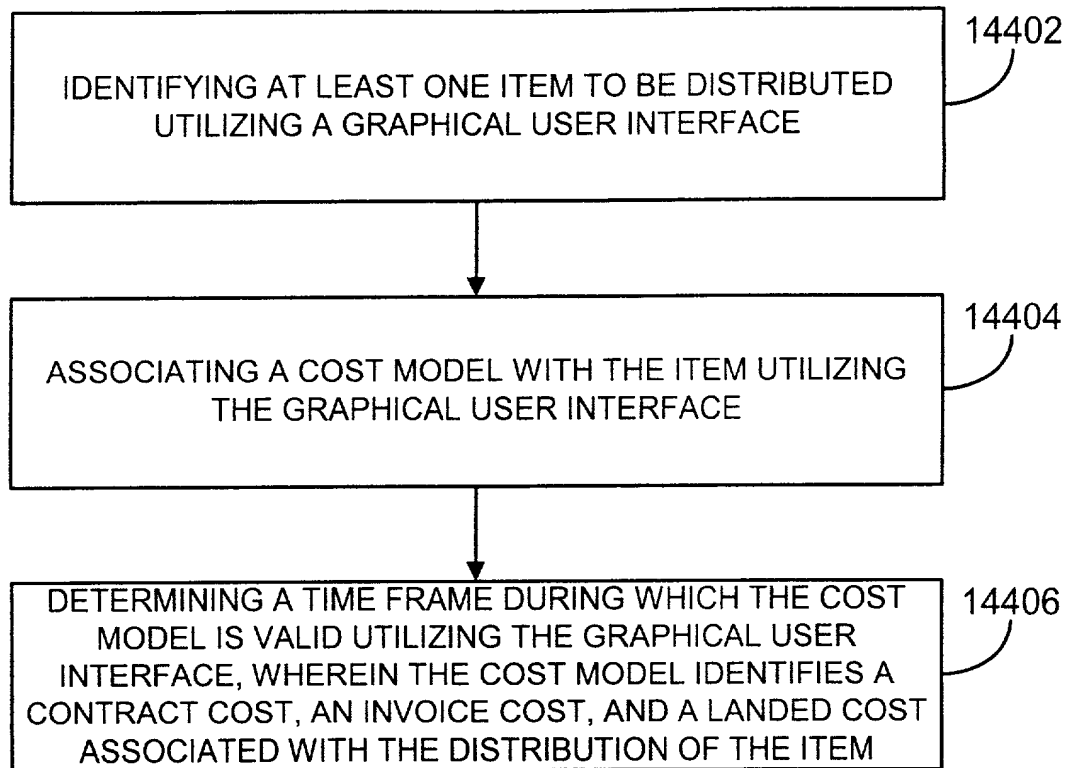


FIG. 141

|                    |   |                                   |    |
|--------------------|---|-----------------------------------|----|
| Cost               | ▶ | Edit / View ...                   | F3 |
| Commodities        | ▶ | New (using previous matrix) ...   | F4 |
| Vendor Rating      | ▶ | New (build matrix) ...            | F5 |
| Contact Management | ▶ | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

**Contract ID:** 673 - TYSON FOODS

**Initial Buyer Name:** Jamie Hersh

**Current Buyer Name:** Chris Stanton

FIG. 146

14700

**Contract Start Date:** 05/15/98

**Contract End Date:** 12/31/02

**Execution Date:** 5/15/98

**Effective:** Shipment Date

**Payment Terms:** Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%               | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

- New Items...
- Delete Item...
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

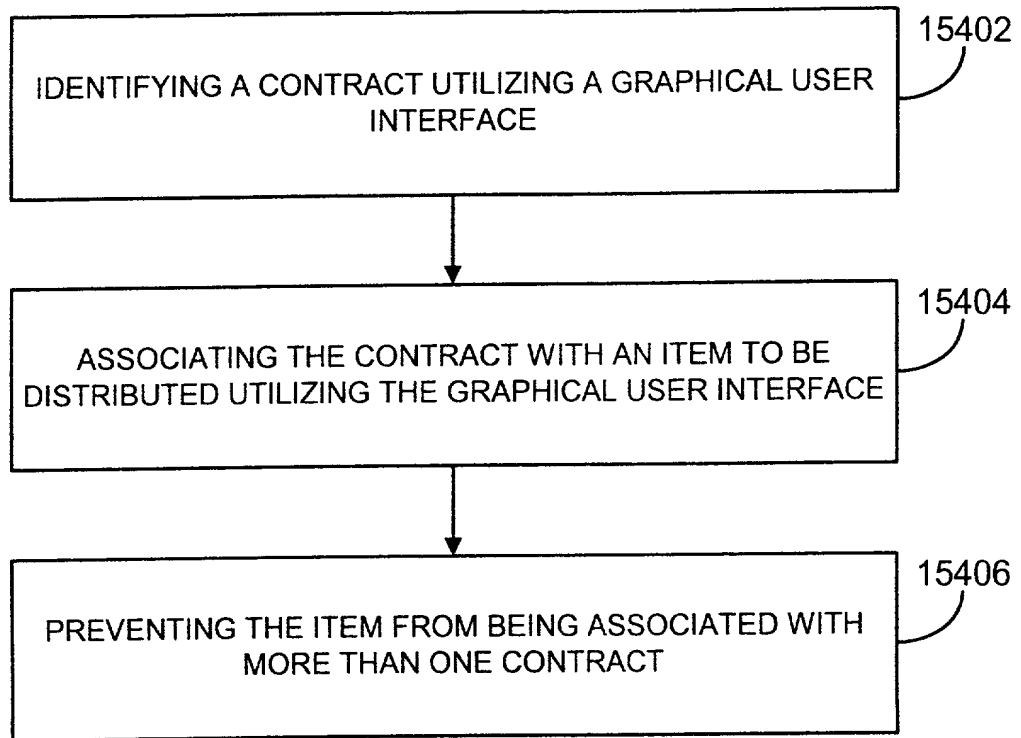
FIG. 152

15300

Exhibit C

FIG. 153

15400



**FIG. 154**

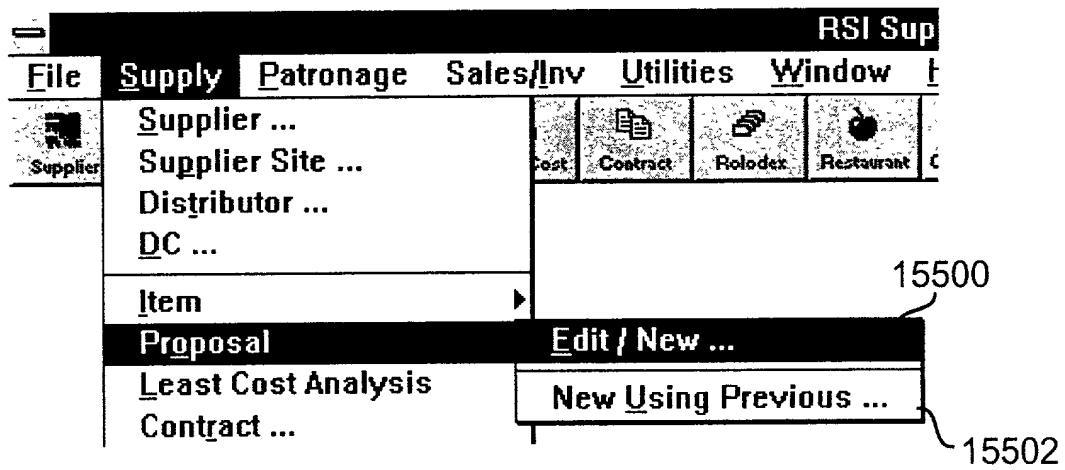


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids     |          |   |                               |           |         |       |           |          |
|---|----------|---|-------------------------------|-----------|---------|-------|-----------|----------|
| Main Info                                       | Items    | Suppliers   | DCs                           | FOB Price | DC/Rest | Usage | Templates | View Bid |
| <b>Proposal Information</b>                     |          |   |                               |           |         |       |           |          |
| Proposal ID: 1021                               |          |   | Proposal Due Date: 06/12/97   |           |         |       |           |          |
| Proposal Name: Foam Hot Cups & Polystyrene Lids |          |   | Contract Begin Date: 07/01/97 |           |         |       |           |          |
| Buyer Name: Dennis Clabby                       |          |   | Contract End Date: 06/30/98   |           |         |       |           |          |
| <b>Actions</b>                                  |          |   |                               |           |         |       |           |          |
| #   | Date:    | Action Description:   |                               |           |         |       |           |          |
| 1   | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup |                               |           |         |       |           |          |

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158



15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     | Item Description             |
|-----------------------|-----|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (PAPER) | DRY | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER)  | DRY | CUP-HOT 8 OZ (DRY)           |
|                       |     | LID-HOT 12/16 OZ (DRY)       |
|                       |     | LID-HOT 8 OZ (DRY)           |

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

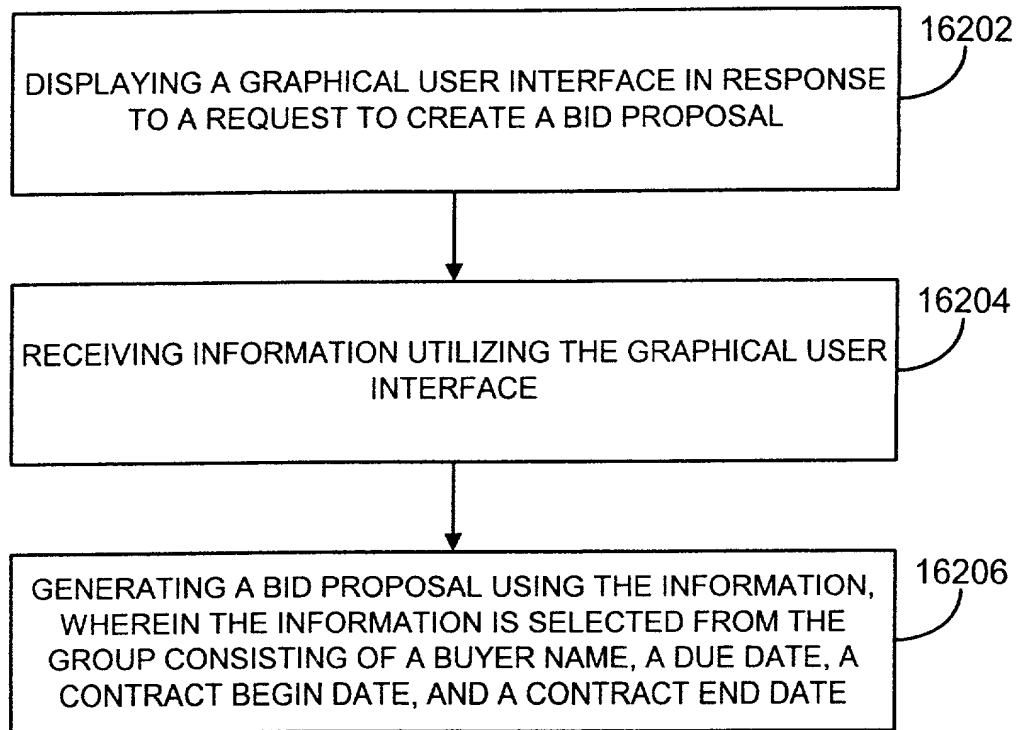
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |  |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|--|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |  |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |  |

FIG. 161

16100

16200



**FIG. 162**

16300



**Templates** | **Create Bid** |

**FIG. 163**

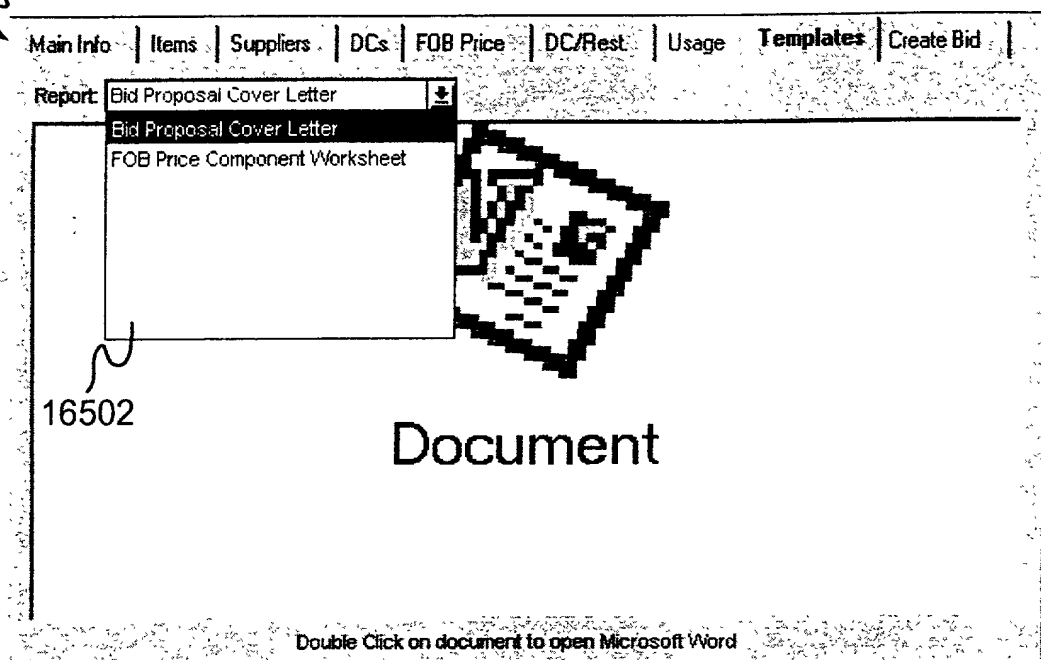
16400



|                                     | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
|                                     |               | <i>Word</i> | <i>Y/N</i>      |
| <b>Bid Proposal Cover Letter</b>    | ?             |             | Y               |
| <b>General Terms and Conditions</b> |               | ?           | N               |
| <b>Usage Estimates</b>              | ?             |             | N               |
| <b>Supplier Facility Worksheets</b> | ?             |             | N               |
| <b>Item Information Worksheets</b>  | ?             |             | N               |
| <b>Sample Supply Agreement</b>      |               | ?           | N               |
| <b>BK Specification Request</b>     |               | ?           | N               |
| <b>FOB Price Component</b>          |               | ?           | Y               |
| <b>Truckload Freight Worksheet</b>  | ?             |             | N               |
| <b>LTL Freight Worksheet</b>        | ?             |             | N               |

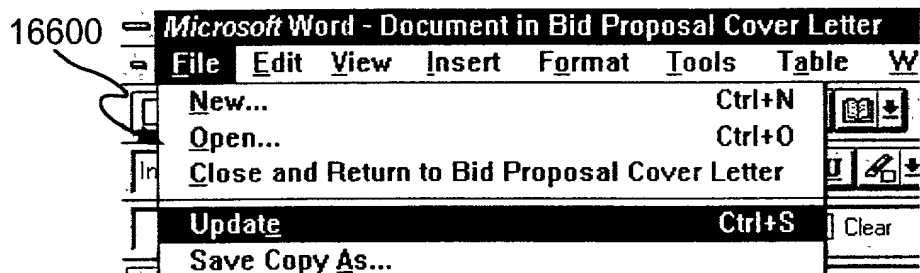
**FIG. 164**

16500



16502

FIG. 165



16600

FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General                     |                                     | Cost                          |                                     |
|-----------------------------|-------------------------------------|-------------------------------|-------------------------------------|
| Bid Proposal Cover Letter   | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| General Terms & Conditions  | <input checked="" type="checkbox"/> | Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
| Usage Estimates             | <input checked="" type="checkbox"/> | LTL Freight Worksheet         | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> |                               |                                     |
| Item Information Worksheet  | <input checked="" type="checkbox"/> | Blank Sheets                  |                                     |
| Sample Supply Agreement     | <input checked="" type="checkbox"/> | Supplier Facility Worksheet   | <input checked="" type="checkbox"/> |
| BK Specification Request    | <input checked="" type="checkbox"/> | Item Information Worksheet    | <input checked="" type="checkbox"/> |
|                             |                                     | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
|                             |                                     | Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
|                             |                                     | LTL Freight Worksheet         | <input checked="" type="checkbox"/> |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

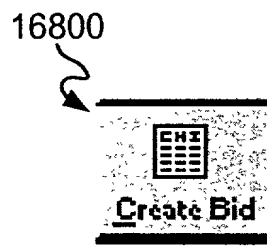


FIG. 168

16900

Report: Item Information Worksheet

7/2/97

Supplier: (all)

**Restaurant Services, Inc.**

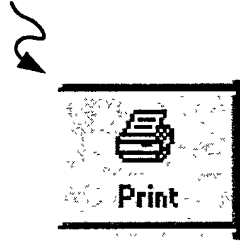
**Item Information Worksheet**

ATTY

DS

FIG. 169

17000

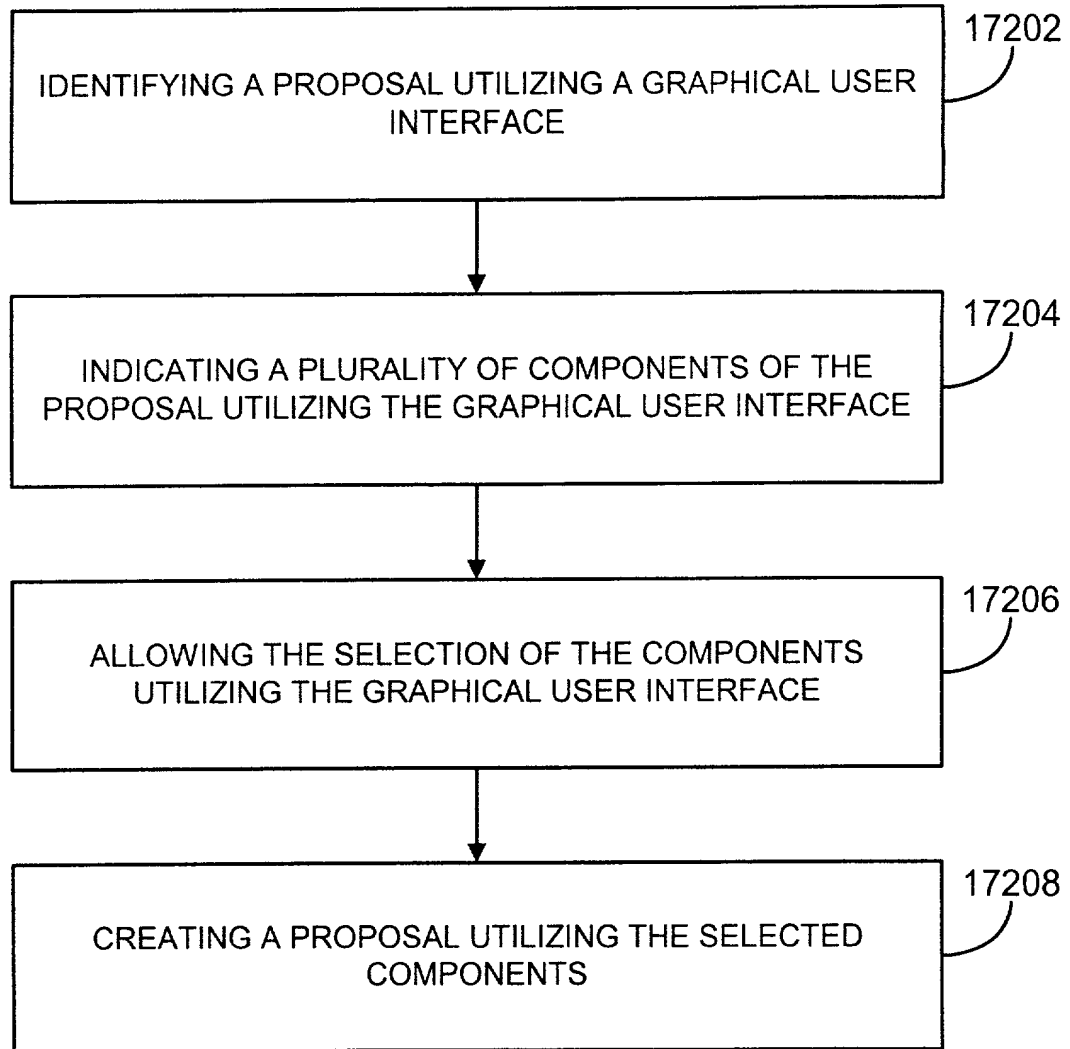


**FIG. 170**

17100



**FIG. 171**



**FIG. 172**



17300



FIG. 173

17400

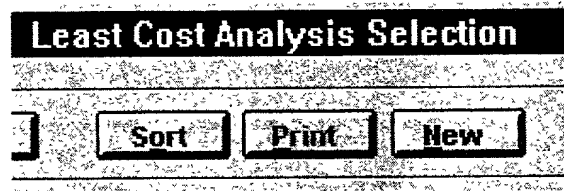


FIG. 174

17500

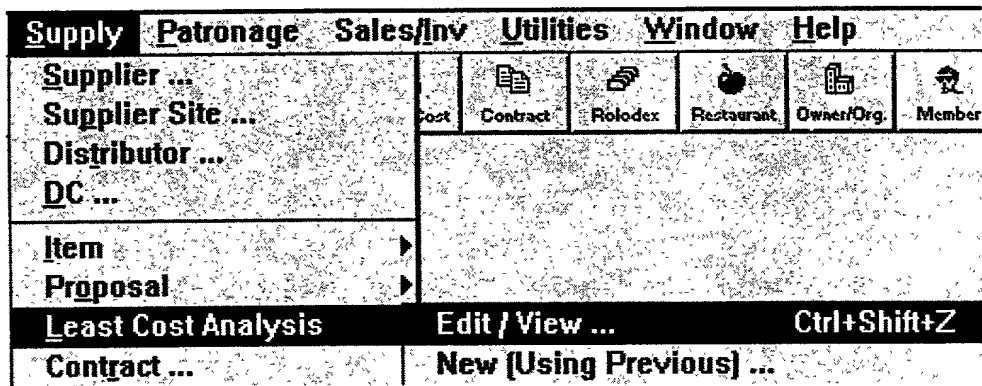



FIG. 175

**Bid Proposal Name:** (None) 

---

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



**FIG. 176**

17600

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

**Analysis Name:** Hash Brown Actual  
**Analysis ID:** 1036  
**Buyer:** Dennis Clabby  
**Period of Agreement:** 10/1/97 THRU 9/30/98  
**Unit Of Measure:** CASE(S)

FIG. 178

17900

**Version ( 1 ) of ( 9 )** Base version

**What is the max # of FOB points to allocate to each DC ?** One FOB

**What is pricing method for this version ?** FOB + Freight

**What is the RSI Invoice FOB Upcharge (Downcharge) ?** 0.0000

**Override RDC Truckload Validation?** No

**Solution Strategy:** Standard **Last Revision:** 9/15/97 1:04 PM

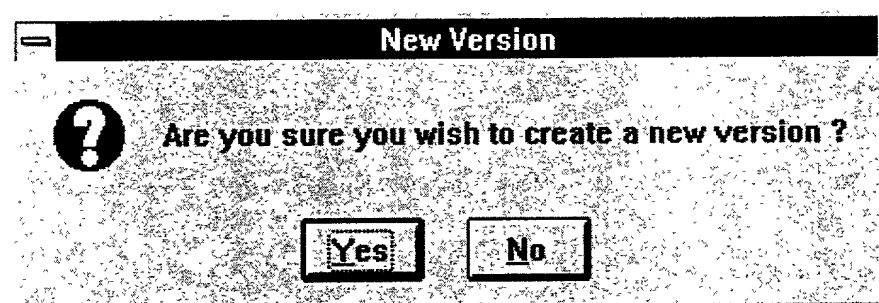
FIG. 179

18000



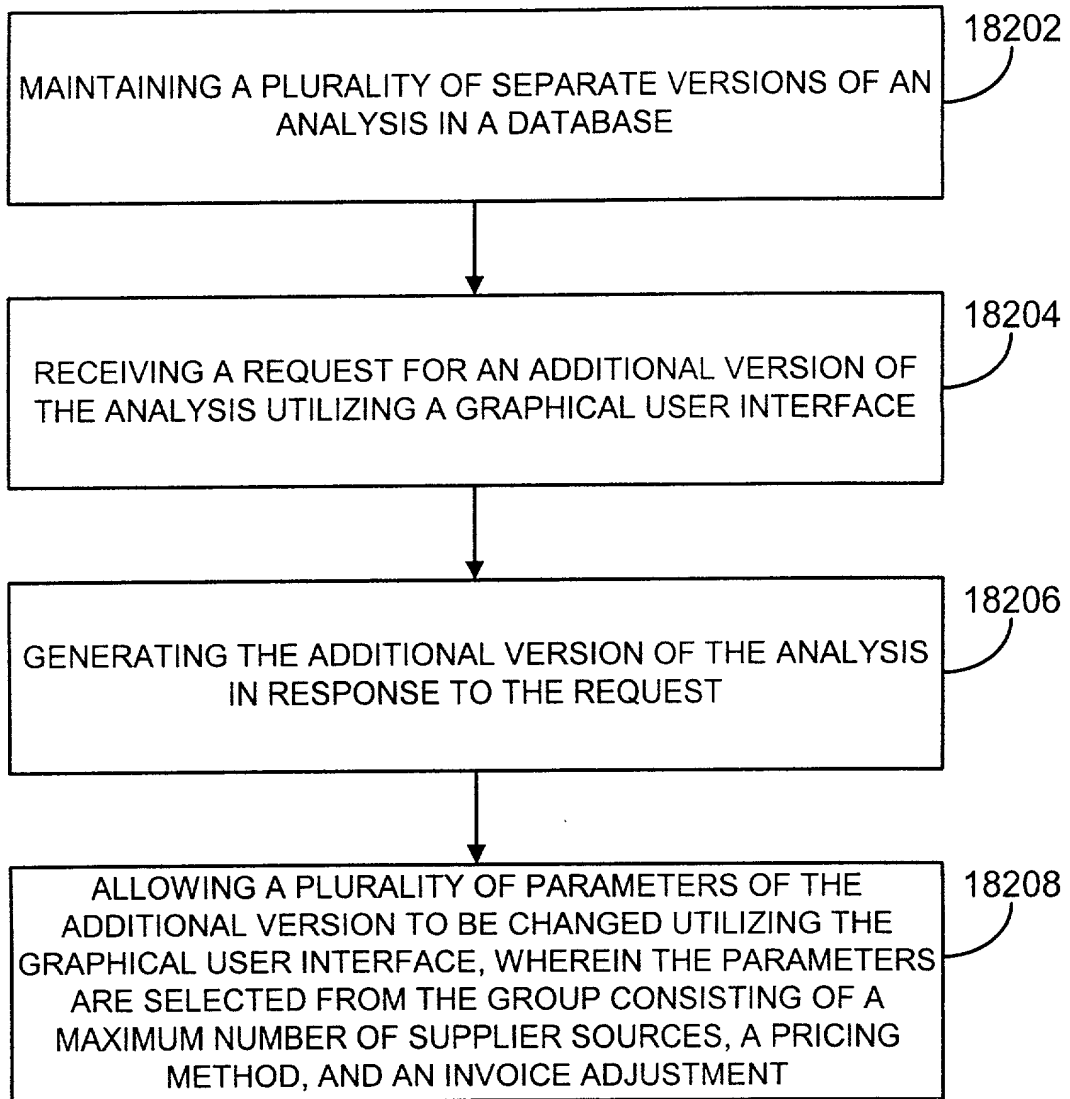
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300

Search Query Reset

Query Values 7 Rows Selected

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |

>

>>

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST. CHARLES, IL            |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400

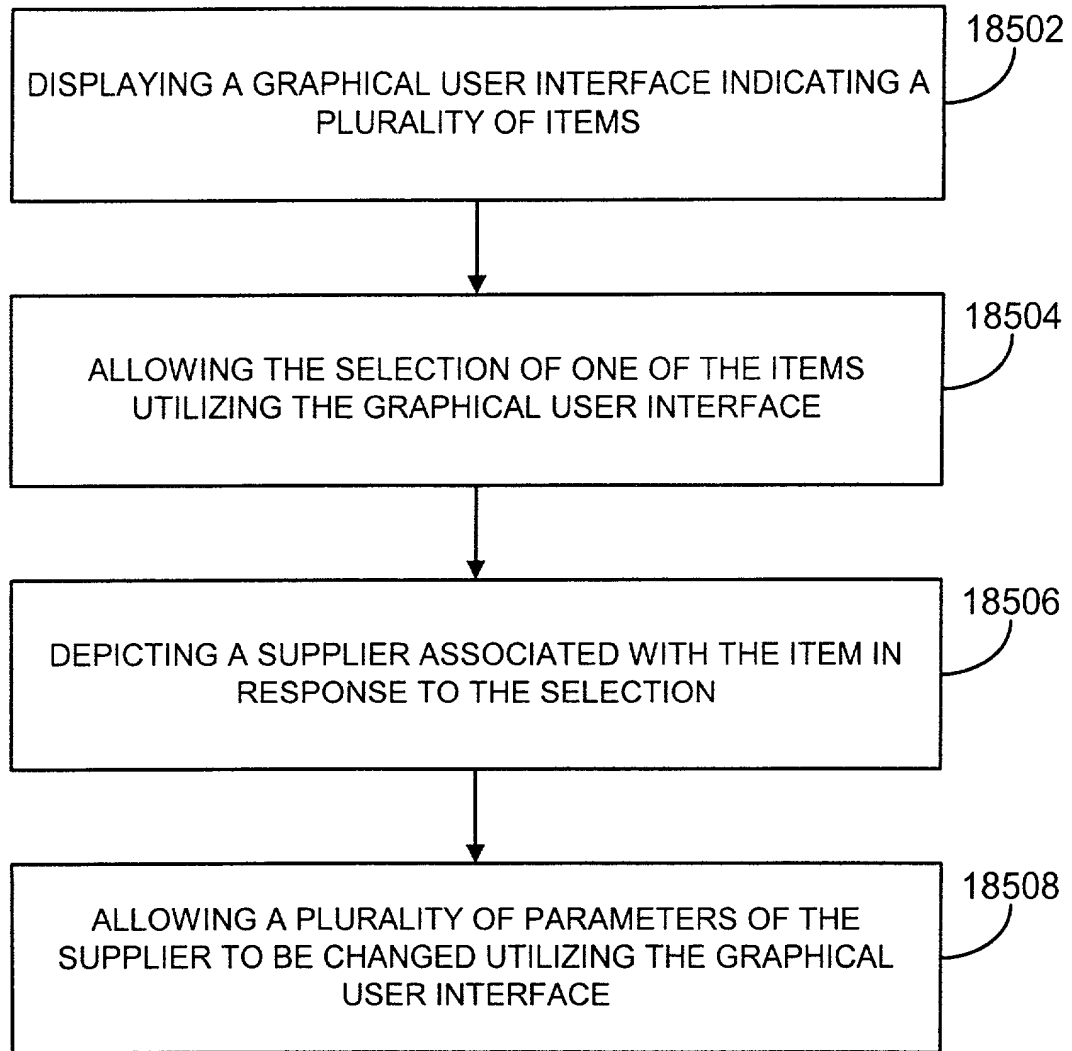
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184



18500



**FIG. 185**

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                            |                |                             |   |
|----------------------------|----------------|-----------------------------|---|
| <b>Supplier Item Desc:</b> | 16 OZ COLD CUP | <b>Item No:</b>             | CP2942  |
| <b>Items per Case:</b>     |                | <b>Tie Qty:</b>             | 5   |
| <b>Innerpack Contents:</b> | 1200           | <b>High Qty:</b>            | 5   |
| <b>Item Size:</b>          |                | <b>Cases Per Pallet:</b>    | 25  |
| <b>Item Shelf Life:</b>    |                | <b>Stacking Allowed:</b>    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| <b>Case Length:</b>        | 22.125         | <b>Mandatory</b>            |   |
| <b>Case Width:</b>         | 15.125         | <b>Case Cube:</b>           | 3.43 CUBIC FEET   |
| <b>Case Depth:</b>         | 17.75          | <b>Cases Per Truckload:</b> | 769   |
| <b>Case U/M</b>            | INCH(S)        | <b>Gross Weight:</b>        | 29 28 POUND(S)  |
|                            |                | <b>Net Weight:</b>          | 27 28 POUND(S)  |

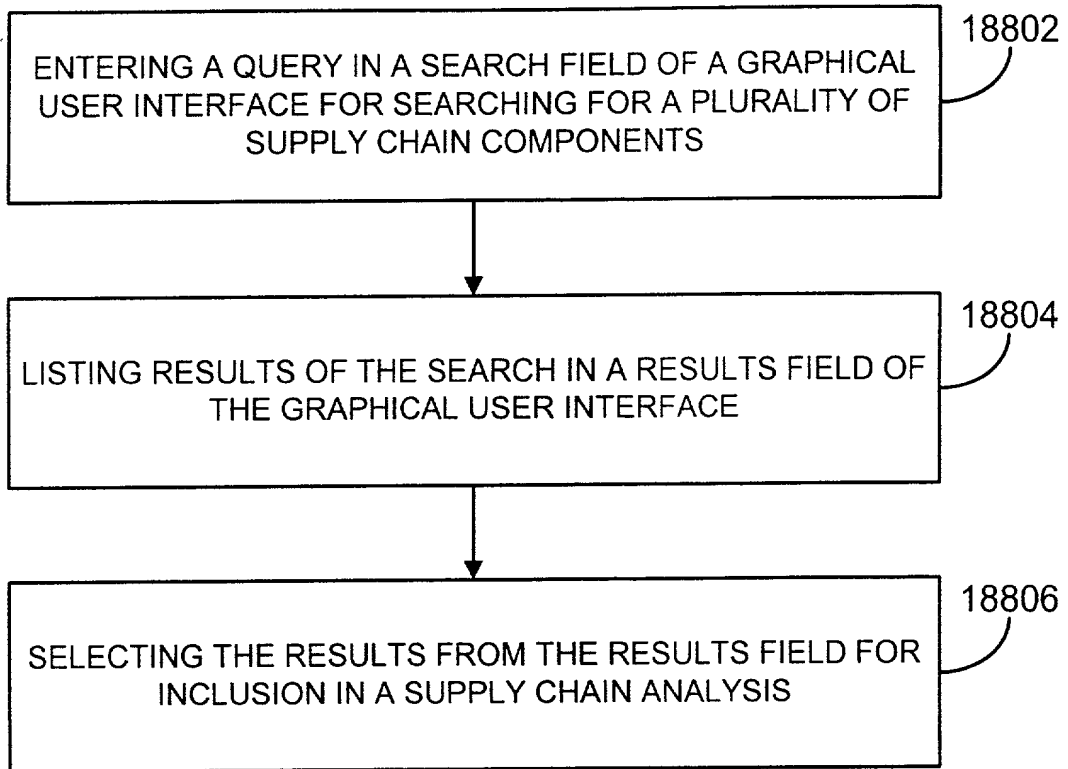
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                            | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |   |
|-------------------------------------|-------|------------|-------------|-------------|---|---|
| CAVENDISH FARMS                     |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY                |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| LAMB-WESTON, INC.                   |       | ↑ Pallet ↑ | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB                        |       |            | Minimum     | Maximum     | Include   |   |
| LAMB-WESTON, INC.-PASCO, WA         |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| LAMB-WESTON, INC.-RICHLAND WA       |       |            | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |

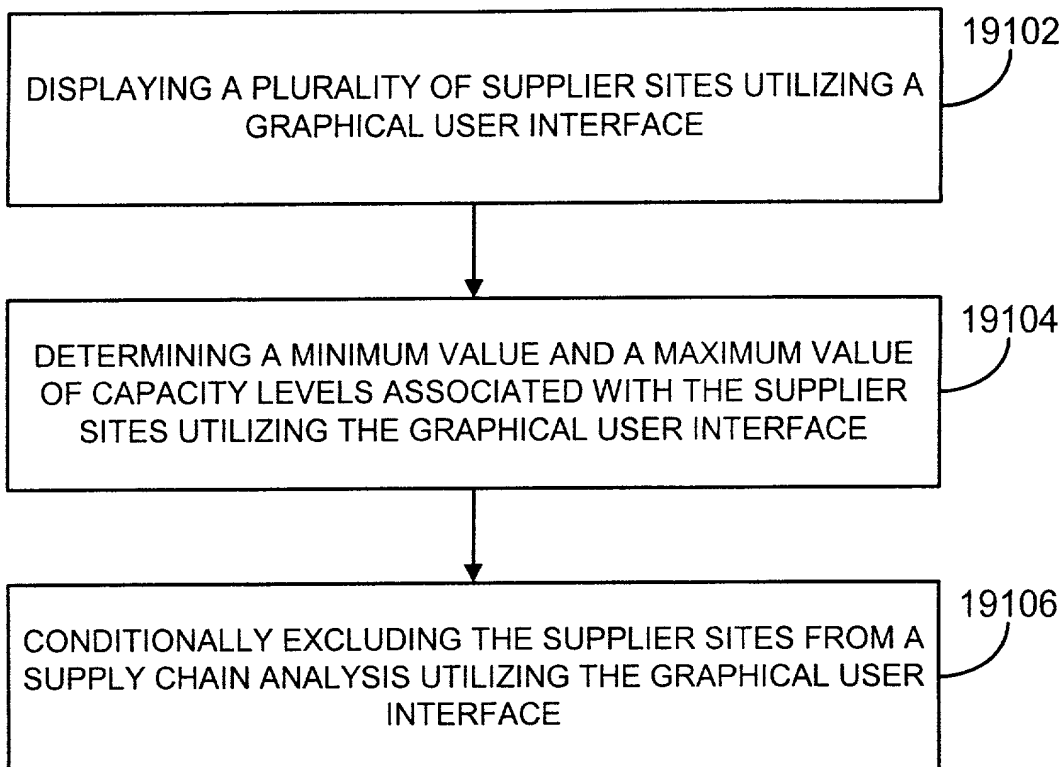
FIG. 189

19000

| Supplier                                | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |   |
|---|-------|------------|-------------|-------------|---|---|
| MCCAIN FOODS                            |       | ↑ Pallet ↑ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY                     |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| ORE-IDA FOODS                           |       | ↓ Pallet ↓ | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB                            |       |            | Minimum     | Maximum     | Include   |   |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |            | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |   |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |            | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |   |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |            | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |

FIG. 190

19100



**FIG. 191**

19200

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES           | 0 |        |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES           | 0 |        |  |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |  |
| WHITEFORD FOODS             | 0 |        |  |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |  |
|---------------|---|---------|--|
| VENTURA FOODS | 0 |         |  |
| VENTURA FOODS | 1 | 100,000 |  |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

19500

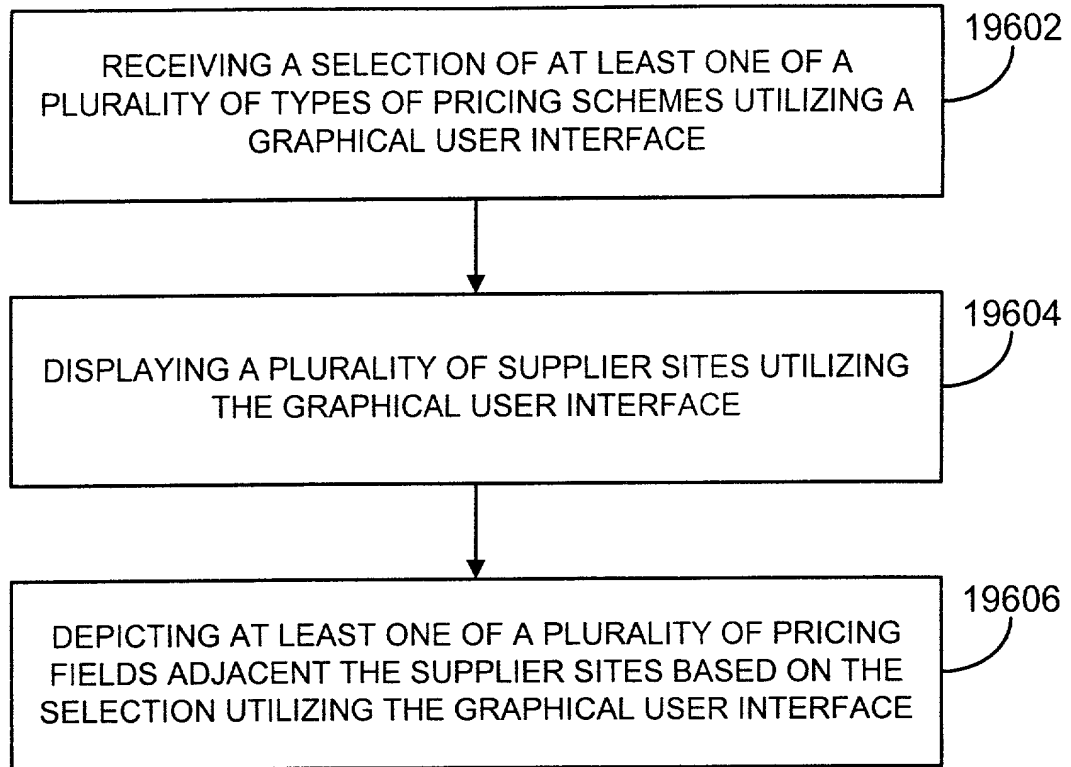
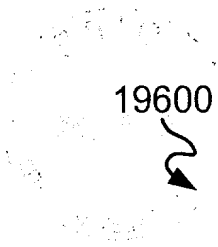
| Item Description | Supplier FOB                   |
|------------------|--------------------------------|
| FRIES-COATED     | CAVENDISH-PRINCE EDWARD        |
| FRIES-COATED     | J.R. SIMPLOT COMPANY-HERMISTON |
| FRIES-COATED     | LAMB-WESTON, INC-PASCO, WA     |

| Distribution Center     | Delivered | # | Volume |
|-------------------------|-----------|---|--------|
| AMERISERVE-OMAHA, NE    | 0.3750    | 0 | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850    | 0 | 0      |
| AMERISERVE-WAUKESHA     | 0.3670    | 0 | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725    | 0 | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0 | 0      |

FIG. 195





**FIG. 196**

19700

| Total Rest. Growth Amount    |                     | Usage Period         |                            |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702                |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center          | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE   | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER        | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE, UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE         | 166                 | 5.00%                | 174                        |

FIG. 197

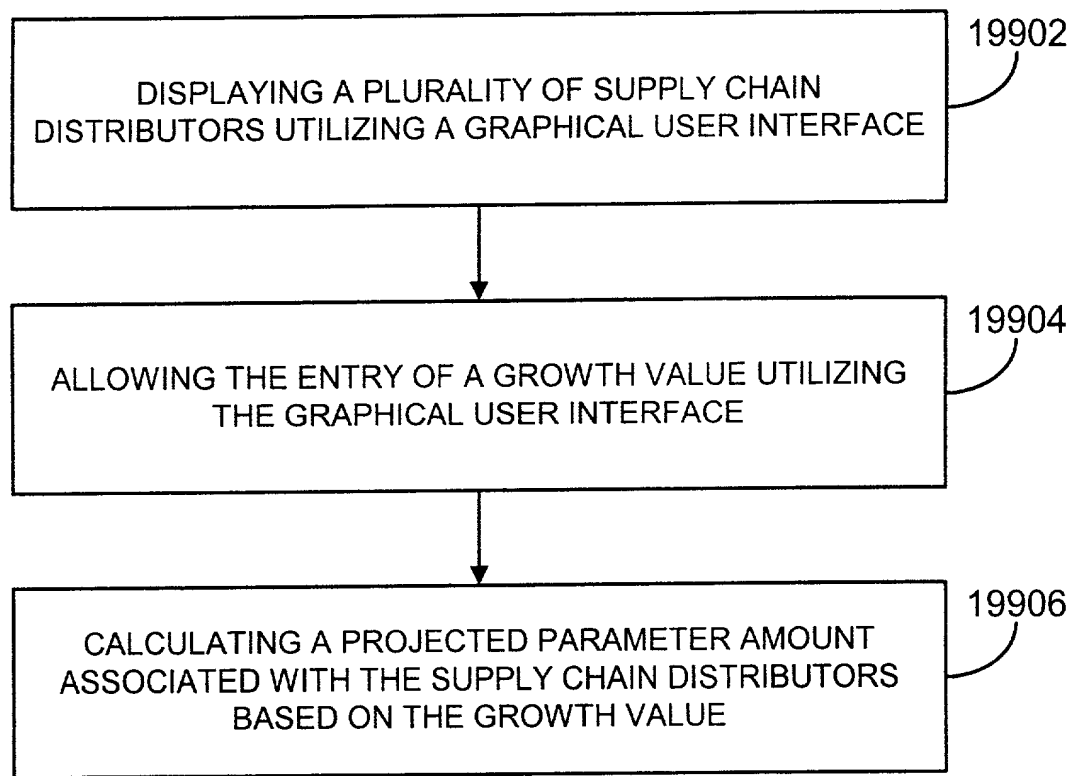
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00%         |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Conv. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |                                |   | Honor TL Rate            |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |   |                                |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required            | <input type="radio"/> Excluded |

FIG. 201

20200

**Invalid Selection**

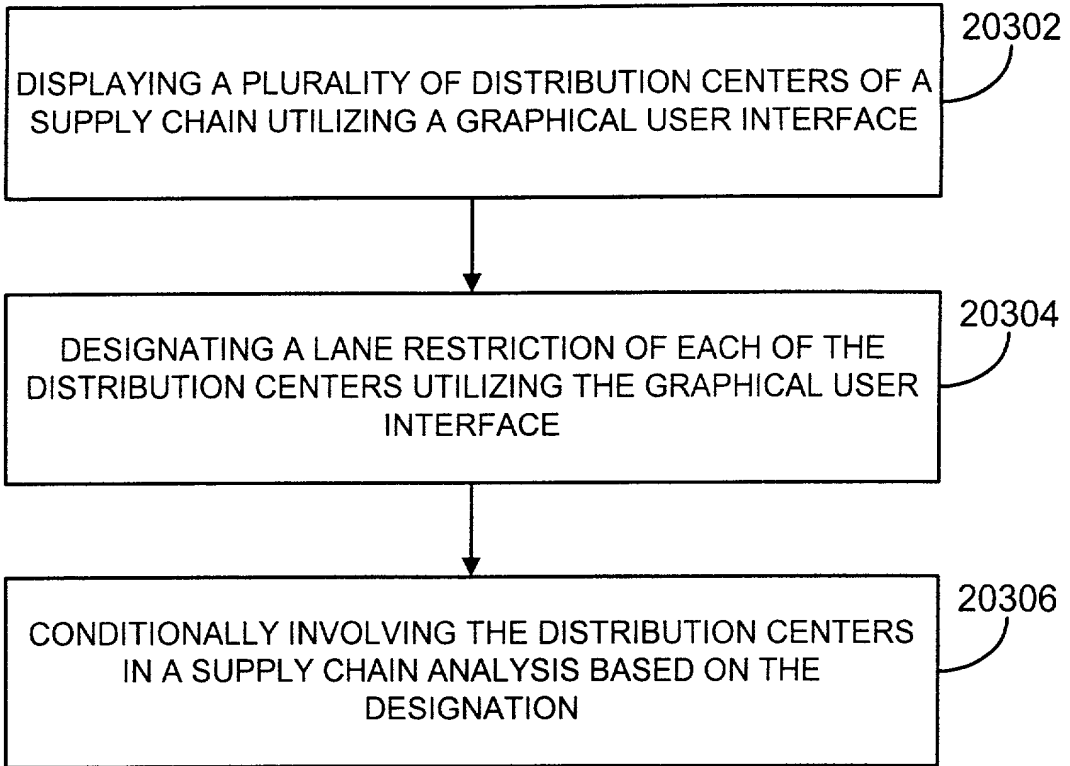
i

**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202

20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |  |
|-------------------------------------|----------------|---------|--------|--|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |  |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |  |

| Distribution Center         | Truckload Freight | Lane Distance |  |
|-----------------------------|-------------------|---------------|--|
| AMERISERVEPOST-ALBUQUERQUE  | 1,617             |               |  |
| AMERISERVEPOST-DENVER       | 1,277             |               |  |
| AMERISERVEPOST-SALT LAKE UT | 691               |               |  |

FIG. 204

20500

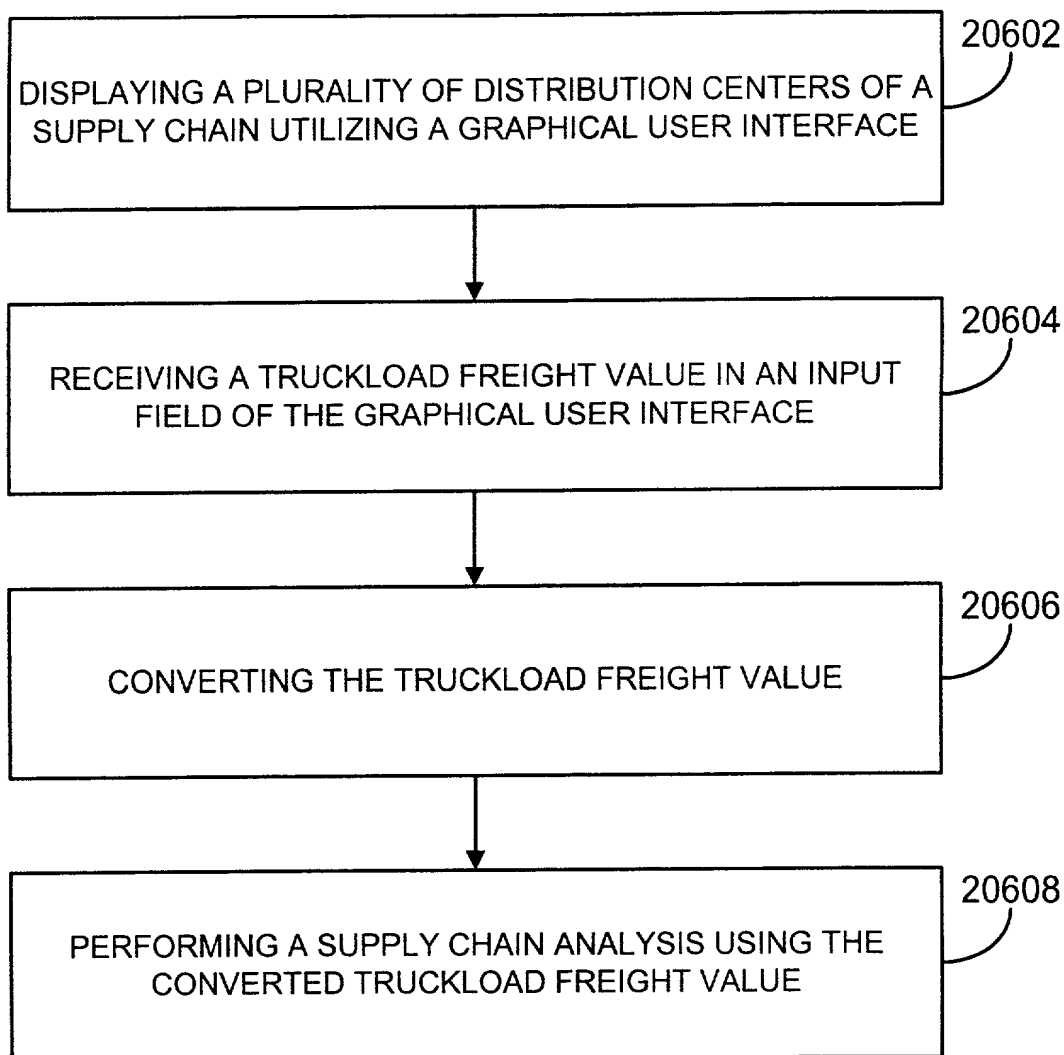
| Supplier FOB                  |              | Address |       |  |
|-------------------------------|--------------|---------|-------|--|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |  |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |  |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |  |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |  |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|--|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |              |  |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |              |  |

FIG. 205

20600



**FIG. 206**

20700

| Analysis Region               | Force FOB   |
|-------------------------------|---|
| MCCABE-PORTLAND/RNW-ANCHORAGE | <input type="radio"/> Yes <input checked="" type="radio"/> No |

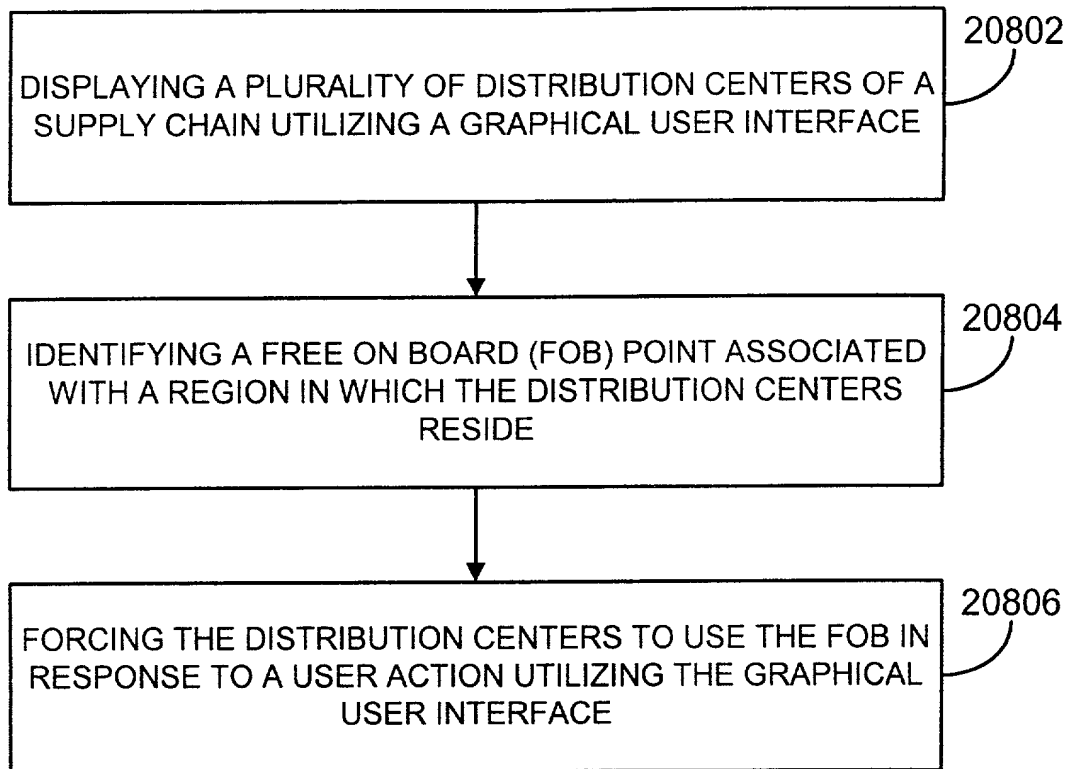
  

| Distribution Center Name      | Site Role             |
|-------------------------------|-----------------------|
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE      | Corporate & FOB Point |

FIG. 207



20800



**FIG. 208**



20900



FIG. 209

21000

**Report Selection**

Report Type:

**Report Parameters**

Supplier:

Supplier FOB:

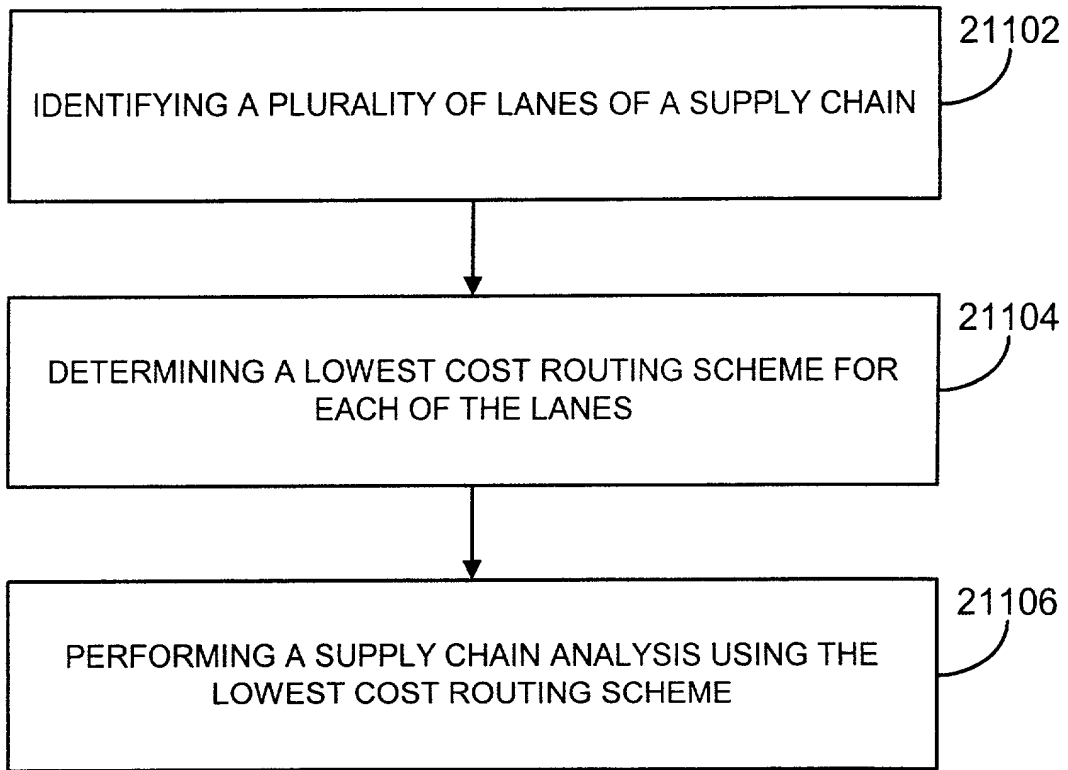
Distribution Center:

Version:

**Report Name:**

|   |
|---|
| Freight Information Provided                  |
| Freight Information Provided                  |
| LTL Routing Grd. By Lane                      |
| Routing Results By Lane                       |
| Routing Results By Lane, Item                 |
| Routing Results w/ RDC Breakout By Lane       |
| Routing Results w/ RDC Breakout By Lane, Item |
| TL Freight Variance Analysis                  |

FIG. 210



**FIG. 211**

21200



FIG. 212

21300

21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         |                                 |
|                         | Low Capacity & Prices           |

FIG. 213

21400



|                                       |
|---------------------------------------|
| Awarded Volume by Item - Detail       |
| Awarded Volume by Item - Detail       |
| Awarded Volume by Item - Freight      |
| Awarded Volume by Item - Summary      |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix                |
| Lane Weighted Average Delivered Cost  |

**FIG. 214**

21500



|  |
|--|
| Assigned Volume Percentages (no conversion)      |
| Assigned Volume Percentages (with conversion)    |
| Invoice FOB Detail Comparison (no conversion)    |
| Invoice FOB Detail Comparison (with conversion)  |
| Invoice FOB Savings Comparison (no conversion)   |
| Invoice FOB Savings Comparison (with conversion) |

**FIG. 215**

21600



|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700



|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

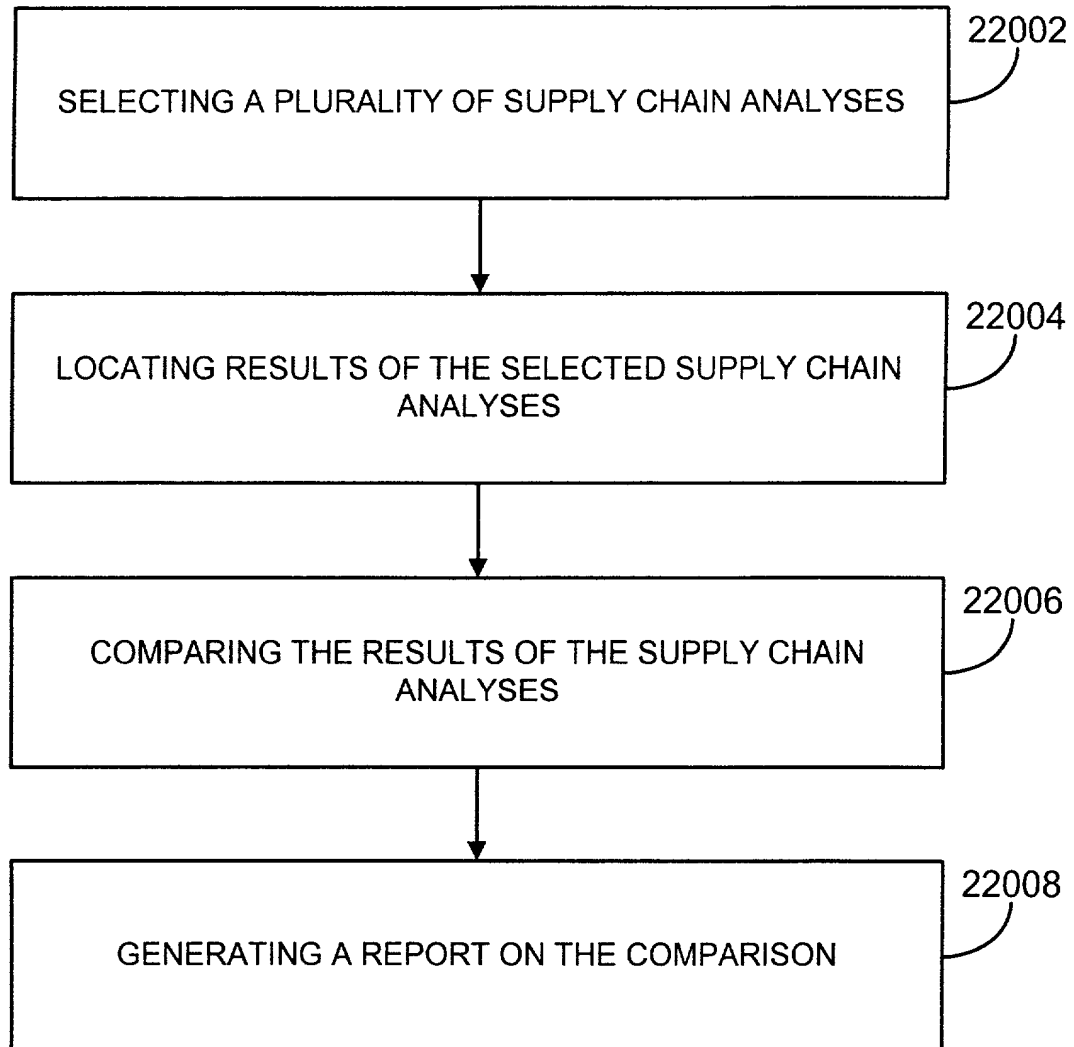
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

22100

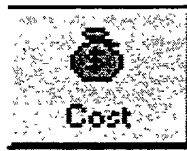


FIG. 221

22200

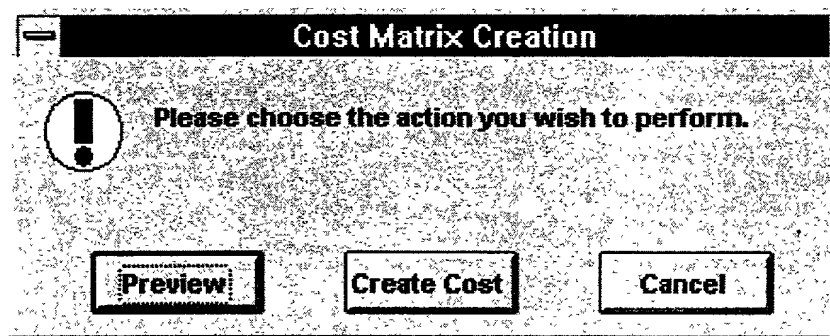


FIG. 222



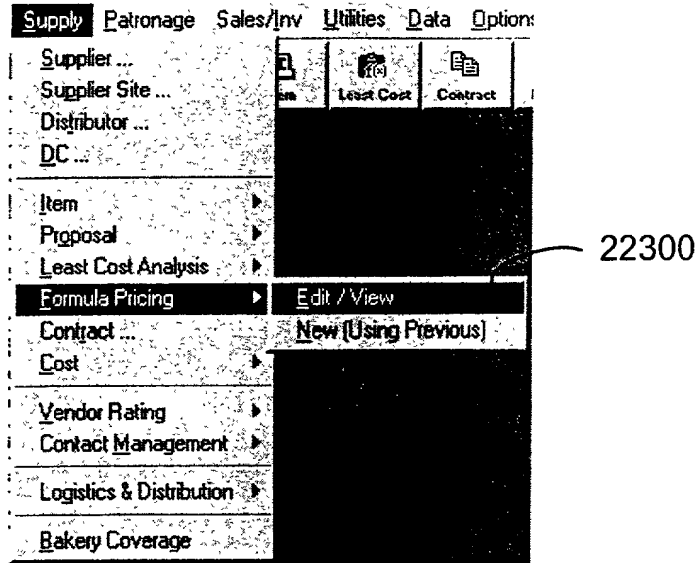


FIG. 223

22400

The screenshot shows a window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with the following tabs: General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The 'Pricing' tab is selected. The form contains the following fields:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98                      |                         |                         |                         |                         |                         |                         |                         |                         |                         |                         |                         |                          |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|--------------------------|
| General Info Pricing Freight Formulas Block Cost Adjustments |                         |                         |                         |                         |                         |                         |                         |                         |                         |                         |                         |                          |
| Date   | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 55%<br>TRIM | FRSH<br>DOM 60%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 70%<br>TRIM | FRSH<br>DOM 75%<br>LEAN | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 95%<br>LEAN | FRSH<br>DOM 98%<br>LEAN | Lean<br>Fine Ttr<br>Beef |
| 03/23/98   | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                  | 0.9950                  | 1.0000                  | 0.9500                  | 0.9500                  | 0.7960                   |
| 03/24/98   | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                  | 1.0500                  | 1.1000                  | 0.9400                  | 0.9600                  | 0.8400                   |
| 03/25/98   | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                  | 1.1500                  | 1.2000                  | 0.9500                  | 0.9300                  | 0.9200                   |
| 03/26/98   | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                  | 1.2500                  | 1.3000                  | 0.9600                  | 0.9500                  | 1.0000                   |
| 03/27/98   | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                  | 1.0500                  | 1.1000                  | 0.9550                  | 0.9800                  | 0.8400                   |
| 03/30/98   | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                  | 0.9998                  | 1.0000                  | 0.9870                  | 0.9650                  | 0.7998                   |
| 03/31/98   | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                  | 1.1250                  | 1.1500                  | 0.9550                  | 0.9870                  | 0.9000                   |
| 04/01/98   | 0.8700                  | 0.9200                  | 0.9393                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                  | 1.2300                  | 1.2600                  | 0.9630                  | 0.9630                  | 0.9840                   |
| 04/02/98   | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                  | 1.0250                  | 1.0500                  | 0.9540                  | 0.9870                  | 0.8200                   |
| 04/03/98   | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                  | 1.0750                  | 1.0500                  | 0.9580                  | 0.9870                  | 0.8600                   |
|  | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                  | 1.0850                  | 1.1210                  | 0.9572                  | 0.9659                  | 0.8760                   |

FIG. 225

22600

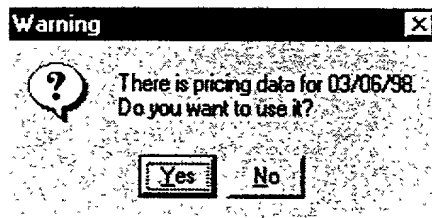


FIG. 226

22700

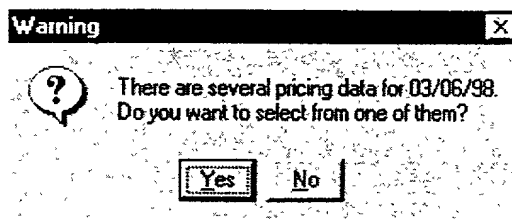


FIG. 227

22800

**Formula Pricing Selection** [X]

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98** [Min] [Max] [X]

General Info | **Pricing** | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 |        |         |        |         |        |          |        |            |        |             |        |        |        |        |        |        |        |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info                            |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        |        |        |        |        |        |        |
| Formula                                 | FD68TR |         | FD65TR |         | FD73TC |          | FD88LC |            | FD85LN |             | FD90LC |        | IMAUS8 |        | LFTB   |        | Total  |
|   | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   |        |
| AFS-1                                   | 0.3120 | 0.2971  |        |         |        |          |        |            |        |             | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1                                   | 0.1400 | 0.1295  | 0.2000 | 0.1949  | 0.1400 | 0.1368   |        |            |        |             | 0.2000 | 0.2190 | 0.3200 | 0.3139 |        |        | 0.9941 |
| GS-1                                    | 0.3270 | 0.3042  |        |         |        |          |        |            |        |             | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1                                   | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2028     | 0.2179 | 0.2153      | 0.2179 | 0.2386 |        |        | 0.1050 | 0.0956 | 0.9721 |
| SER-1                                   | 0.3250 | 0.2926  |        |         |        |          |        |            |        |             | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1                                   | 0.3090 | 0.2766  |        |         |        |          |        |            |        |             | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1                                   | 0.3250 | 0.2958  |        |         |        |          |        |            |        |             | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1                                   | 0.3325 | 0.2977  |        |         |        |          |        |            |        |             | 0.4675 | 0.5165 | 0.1000 | 0.0988 | 0.1000 | 0.0890 | 1.0016 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98                                |                   |       |            |        |           |          |
|--|-------------------|-------|------------|--------|-----------|----------|
| General Info   Pricing   Freight   Formulas   Block Cost   Adjustments |                   |       |            |        |           |          |
| Formula  | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1  | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | Y        |
| DIV-1  | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | Y        |
| GS-1   | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | Y        |
| S&C-1  | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | Y        |
| SER-1  | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | Y        |
| TEX-1  | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | Y        |
| WHI-1  | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | Y        |
| WIS-1  | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | Y        |

FIG. 231

23200

| Formula Pricing - BEEF - 77% - 04/06/98                                |                 |        |           |        |             |                |
|--|-----------------|--------|-----------|--------|-------------|----------------|
| General Info   Pricing   Freight   Formulas   Block Cost   Adjustments |                 |        |           |        |             |                |
| Formula  | Raw Cost        | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1  | 0.9840          | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1  | 0.9941          | 0.9820 | 1.0123    | 0.1869 | 0.1500      | 1.3292         |
| GS-1   | 0.9866          | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1  | 0.9721          | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1  | 0.9684          | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1  | 0.9916          | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |
| Amount   | Adjustment Desc |        |           |        |             |                |
| 0.1500   | Upcharge        |        |           |        |             |                |

FIG. 232

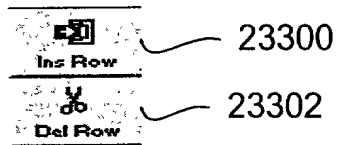


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235

| Supply                   | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|-----------|-----------|-----------|--------|-----|
| Supplier ...             |           |           |           |        |     |
| Supplier Site ...        |           |           |           |        |     |
| Distributor ...          |           |           |           |        |     |
| DC ...                   |           |           |           |        |     |
| Item                     |           |           |           |        |     |
| Proposal                 |           |           |           |        |     |
| Least Cost Analysis      |           |           |           |        |     |
| Formula Pricing          |           |           |           |        |     |
| Contract ...             |           |           |           |        |     |
| Cost                     |           |           |           |        |     |
| Vendor Rating            |           |           |           |        |     |
| Contact Management       |           |           |           |        |     |
| Logistics & Distribution |           |           |           |        |     |
| Bakery Coverage          |           |           |           |        |     |

23600

FIG. 236